

# 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24年10月～12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  
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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  | 102   | 60    | 96    | 46    | 37    | 25    | 24    | 13    | 25    | 15    | 11    | 7     | 16    | 8     | 15    | 7     | 326   | 183 |
|                          | 回収率  |       | 60.8% |       | 47.9% |       | 67.6% |       | 54.2% |       | 60.0% |       | 63.6% |       | 50.0% |       | 46.7% |       | 56.1% |     |
| 問2. 概要                   |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| (イ) 従業員数                 |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 30人以下                 |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| b) 31人～60人               |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| c) 61人以上                 |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| (ロ) 年間売上高(全商品):円         |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 10億以下                 |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| b) 11億～50億               |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| c) 51億～100億              |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| d) 101億～200億             |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| e) 200億以上                |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| 問3. 10～12月の売上高(7～9月に比べて) |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 増加                    | 17   | 28.3% | 16    | 35.6% | 11    | 44.0% | 8     | 61.5% | 8     | 53.3% | 2     | 28.6% | 3     | 37.5% | 3     | 42.9% | 68    | 37.8% |       |     |
| b) 横這い                   | 25   | 41.7% | 17    | 37.8% | 8     | 32.0% | 5     | 38.5% | 5     | 33.3% | 3     | 42.9% | 4     | 50.0% | 3     | 42.9% | 70    | 38.9% |       |     |
| c) 減少                    | 18   | 30.0% | 12    | 26.7% | 6     | 24.0% | 0     | 0.0%  | 2     | 13.3% | 2     | 28.6% | 1     | 12.5% | 1     | 14.3% | 42    | 23.3% |       |     |
|                          | 60   |       | 45    |       | 25    |       | 13    |       | 15    |       | 7     |       | 8     |       | 7     |       | 180   |       |       |     |
| 問4. 収益・採算                |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| (イ) 10～12月は              |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 黒字                    | 27   | 45.0% | 26    | 56.5% | 14    | 56.0% | 5     | 38.5% | 6     | 40.0% | 4     | 57.1% | 5     | 62.5% | 3     | 42.9% | 90    | 49.7% |       |     |
| b) 収支トントン                | 18   | 30.0% | 17    | 37.0% | 8     | 32.0% | 3     | 23.1% | 5     | 33.3% | 1     | 14.3% | 1     | 12.5% | 4     | 57.1% | 57    | 31.5% |       |     |
| c) 赤字                    | 15   | 25.0% | 3     | 6.5%  | 3     | 12.0% | 5     | 38.5% | 4     | 26.7% | 2     | 28.6% | 2     | 25.0% | 0     | 0.0%  | 34    | 18.8% |       |     |
|                          | 60   |       | 46    |       | 25    |       | 13    |       | 15    |       | 7     |       | 8     |       | 7     |       | 181   |       |       |     |
| (ロ) 7～9月と比べて             |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 良化                    | 25   | 41.7% | 16    | 34.8% | 9     | 36.0% | 8     | 61.5% | 8     | 53.3% | 2     | 28.6% | 2     | 25.0% | 4     | 57.1% | 74    | 40.9% |       |     |
| b) 横這い                   | 21   | 35.0% | 20    | 43.5% | 8     | 32.0% | 5     | 38.5% | 5     | 33.3% | 3     | 42.9% | 4     | 50.0% | 2     | 28.6% | 68    | 37.6% |       |     |
| c) 悪化                    | 14   | 23.3% | 10    | 21.7% | 8     | 32.0% | 0     | 0.0%  | 2     | 13.3% | 2     | 28.6% | 2     | 25.0% | 1     | 14.3% | 39    | 21.5% |       |     |
|                          | 60   |       | 46    |       | 25    |       | 13    |       | 15    |       | 7     |       | 8     |       | 7     |       | 181   |       |       |     |
| 問5. 在庫量(対在庫販売売上高)        |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| (イ) 12月末在庫量(ヶ月)          |      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |     |
| a) 1.0以下                 | 10   | 17.9% | 4     | 9.1%  | 5     | 21.7% | 1     | 8.3%  | 1     | 6.7%  | 4     | 57.1% | 3     | 37.5% | 1     | 14.3% | 29    | 16.9% |       |     |
| b) 1.1～1.5               | 14   | 25.0% | 13    | 29.5% | 11    | 47.8% | 2     | 16.7% | 5     | 33.3% | 1     | 14.3% | 3     | 37.5% | 4     | 57.1% | 53    | 30.8% |       |     |
| c) 1.6～2.0               | 7    | 12.5% | 8     | 18.2% | 4     | 17.4% | 3     | 25.0% | 3     | 20.0% | 0     | 0.0%  | 1     | 12.5% | 0     | 0.0%  | 26    | 15.1% |       |     |
| d) 2.1～2.5               | 12   | 21.4% | 8     | 18.2% | 1     | 4.3%  | 2     | 16.7% | 1     | 6.7%  | 1     | 14.3% | 1     | 12.5% | 0     | 0.0%  | 26    | 15.1% |       |     |
| e) 2.6～3.0               | 5    | 8.9%  | 4     | 9.1%  | 2     | 8.7%  | 4     | 33.3% | 2     | 13.3% | 1     | 14.3% | 0     | 0.0%  | 2     | 28.6% | 20    | 11.6% |       |     |
| f) 3.1～3.5               | 2    | 3.6%  | 4     | 9.1%  | 0     | 0.0%  | 0     | 0.0%  | 2     | 13.3% | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 8     | 4.7%  |       |     |
| g) 3.6以上                 | 6    | 10.7% | 3     | 6.8%  | 0     | 0.0%  | 0     | 0.0%  | 1     | 6.7%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 10    | 5.8%  |       |     |
|                          | 56   |       | 44    |       | 23    |       | 12    |       | 15    |       | 7     |       | 8     |       | 7     |       | 172   |       |       |     |

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|----------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
|          | (ロ) 12月末の在庫量は        |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 多い                | 21    | 37.5% | 13    | 29.5% | 7     | 30.4% | 0     | 0.0%  | 2     | 13.3% | 2     | 28.6% | 1     | 12.5% | 0     | 0.0%  | 46    | 26.7% |  |
|          | b) 適量                | 33    | 58.9% | 30    | 68.2% | 14    | 60.9% | 11    | 91.7% | 11    | 73.3% | 4     | 57.1% | 6     | 75.0% | 6     | 85.7% | 115   | 66.9% |  |
|          | c) 少ない               | 2     | 3.6%  | 1     | 2.3%  | 2     | 8.7%  | 1     | 8.3%  | 2     | 13.3% | 1     | 14.3% | 1     | 12.5% | 1     | 14.3% | 11    | 6.4%  |  |
|          |                      | 56    |       | 44    |       | 23    |       | 12    |       | 15    |       | 7     |       | 8     |       | 7     |       | 172   |       |  |
| 問6.      | これから3ヶ月間(3月)の見通し     |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | (イ) ステンレス業界の景気       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 良化                | 21    | 35.0% | 14    | 30.4% | 2     | 8.0%  | 2     | 15.4% | 6     | 40.0% | 0     | 0.0%  | 4     | 50.0% | 2     | 28.6% | 51    | 28.2% |  |
|          | b) 横這い               | 28    | 46.7% | 28    | 60.9% | 21    | 84.0% | 9     | 69.2% | 7     | 46.7% | 3     | 42.9% | 3     | 37.5% | 3     | 42.9% | 102   | 56.4% |  |
|          | c) 悪化                | 11    | 18.3% | 4     | 8.7%  | 2     | 8.0%  | 2     | 15.4% | 2     | 13.3% | 4     | 57.1% | 1     | 12.5% | 2     | 28.6% | 28    | 15.5% |  |
|          |                      | 60    |       | 46    |       | 25    |       | 13    |       | 15    |       | 7     |       | 8     |       | 7     |       | 181   |       |  |
|          | (ロ) 業績(売上高、収益)現在と比べて |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 良化                | 23    | 38.3% | 17    | 37.8% | 3     | 12.0% | 2     | 15.4% | 6     | 40.0% | 0     | 0.0%  | 2     | 25.0% | 2     | 28.6% | 55    | 30.7% |  |
|          | b) 横這い               | 30    | 50.0% | 23    | 51.1% | 19    | 76.0% | 9     | 69.2% | 8     | 53.3% | 3     | 50.0% | 5     | 62.5% | 4     | 57.1% | 101   | 56.4% |  |
|          | c) 悪化                | 7     | 11.7% | 5     | 11.1% | 3     | 12.0% | 2     | 15.4% | 1     | 6.7%  | 3     | 50.0% | 1     | 12.5% | 1     | 14.3% | 23    | 12.8% |  |
|          | 60                   |       | 45    |       | 25    |       | 13    |       | 15    |       | 6     |       | 8     |       | 7     |       | 179   |       |       |  |
| 問7.      | 取扱商品販売価格(7～9月に比べて)   |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | (イ) 薄板               |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 上昇気味              | 18    | 36.7% | 13    | 36.1% | 5     | 23.8% | 4     | 36.4% | 6     | 42.9% | 3     | 42.9% | 2     | 25.0% | 3     | 42.9% | 54    | 35.3% |  |
|          | b) 変わらない             | 20    | 40.8% | 18    | 50.0% | 12    | 57.1% | 7     | 63.6% | 6     | 42.9% | 2     | 28.6% | 4     | 50.0% | 2     | 28.6% | 71    | 46.4% |  |
|          | c) 下降気味              | 11    | 22.4% | 5     | 13.9% | 4     | 19.0% | 0     | 0.0%  | 2     | 14.3% | 2     | 28.6% | 2     | 25.0% | 2     | 28.6% | 28    | 18.3% |  |
|          |                      | 49    |       | 36    |       | 21    |       | 11    |       | 14    |       | 7     |       | 8     |       | 7     |       | 153   |       |  |
|          | (ロ) 厚板               |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 上昇気味              | 12    | 28.6% | 11    | 33.3% | 3     | 16.7% | 4     | 36.4% | 3     | 25.0% | 2     | 28.6% | 2     | 25.0% | 2     | 28.6% | 39    | 28.3% |  |
|          | b) 変わらない             | 22    | 52.4% | 20    | 60.6% | 11    | 61.1% | 6     | 54.5% | 7     | 58.3% | 3     | 42.9% | 4     | 50.0% | 3     | 42.9% | 76    | 55.1% |  |
|          | c) 下降気味              | 8     | 19.0% | 2     | 6.1%  | 4     | 22.2% | 1     | 9.1%  | 2     | 16.7% | 2     | 28.6% | 2     | 25.0% | 2     | 28.6% | 23    | 16.7% |  |
|          |                      | 42    |       | 33    |       | 18    |       | 11    |       | 12    |       | 7     |       | 8     |       | 7     |       | 138   |       |  |
|          | (ハ) 棒鋼               |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 上昇気味              | 8     | 22.9% | 6     | 16.7% | 3     | 15.8% | 6     | 54.5% | 2     | 16.7% | 4     | 66.7% | 0     | 0.0%  | 2     | 28.6% | 31    | 23.3% |  |
|          | b) 変わらない             | 20    | 57.1% | 23    | 63.9% | 12    | 63.2% | 5     | 45.5% | 6     | 50.0% | 1     | 16.7% | 5     | 71.4% | 3     | 42.9% | 75    | 56.4% |  |
|          | c) 下降気味              | 7     | 20.0% | 7     | 19.4% | 4     | 21.1% | 0     | 0.0%  | 4     | 33.3% | 1     | 16.7% | 2     | 28.6% | 2     | 28.6% | 27    | 20.3% |  |
|          |                      | 35    |       | 36    |       | 19    |       | 11    |       | 12    |       | 6     |       | 7     |       | 7     |       | 133   |       |  |
|          | (ニ) 形鋼               |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|          | a) 上昇気味              | 14    | 36.8% | 13    | 38.2% | 4     | 22.2% | 8     | 80.0% | 3     | 25.0% | 4     | 57.1% | 3     | 37.5% | 4     | 57.1% | 53    | 39.6% |  |
| b) 変わらない | 19                   | 50.0% | 20    | 58.8% | 10    | 55.6% | 2     | 20.0% | 6     | 50.0% | 2     | 28.6% | 3     | 37.5% | 1     | 14.3% | 63    | 47.0% |       |  |
| c) 下降気味  | 5                    | 13.2% | 1     | 2.9%  | 4     | 22.2% | 0     | 0.0%  | 3     | 25.0% | 1     | 14.3% | 2     | 25.0% | 2     | 28.6% | 18    | 13.4% |       |  |
|          | 38                   |       | 34    |       | 18    |       | 10    |       | 12    |       | 7     |       | 8     |       | 7     |       | 134   |       |       |  |
| (ホ) パイプ  |                      |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
| a) 上昇気味  | 12                   | 34.3% | 14    | 36.8% | 3     | 16.7% | 8     | 72.7% | 5     | 38.5% | 4     | 57.1% | 2     | 25.0% | 4     | 57.1% | 52    | 38.0% |       |  |
| b) 変わらない | 17                   | 48.6% | 23    | 60.5% | 12    | 66.7% | 2     | 18.2% | 4     | 30.8% | 2     | 28.6% | 4     | 50.0% | 1     | 14.3% | 65    | 47.4% |       |  |
| c) 下降気味  | 6                    | 17.1% | 1     | 2.6%  | 3     | 16.7% | 1     | 9.1%  | 4     | 30.8% | 1     | 14.3% | 2     | 25.0% | 2     | 28.6% | 20    | 14.6% |       |  |
|          | 35                   |       | 38    |       | 18    |       | 11    |       | 13    |       | 7     |       | 8     |       | 7     |       | 137   |       |       |  |

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|--------------|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|--|
|              | (へ) 線と線材         |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 上昇気味          | 5     | 17.2% | 5     | 17.2% | 3     | 17.6% | 3     | 42.9% | 1     | 8.3%  | 3     | 60.0%  | 0     | 0.0%  | 2     | 28.6% | 22    | 19.6% |  |
|              | b) 変わらない         | 19    | 65.5% | 20    | 69.0% | 11    | 64.7% | 4     | 57.1% | 10    | 83.3% | 1     | 20.0%  | 4     | 66.7% | 3     | 42.9% | 72    | 64.3% |  |
|              | c) 下降気味          | 5     | 17.2% | 4     | 13.8% | 3     | 17.6% | 0     | 0.0%  | 1     | 8.3%  | 1     | 20.0%  | 2     | 33.3% | 2     | 28.6% | 18    | 16.1% |  |
|              |                  | 29    |       | 29    |       | 17    |       | 7     |       | 12    |       | 5     |        | 6     |       | 7     |       | 112   |       |  |
|              | (ト) 工賃           |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 上昇気味          | 1     | 2.7%  | 1     | 3.2%  | 1     | 6.3%  | 1     | 16.7% | 0     | 0.0%  | 1     | 16.7%  | 0     | 0.0%  | 1     | 20.0% | 6     | 5.2%  |  |
|              | b) 変わらない         | 32    | 86.5% | 26    | 83.9% | 13    | 81.3% | 4     | 66.7% | 10    | 83.3% | 4     | 66.7%  | 2     | 66.7% | 2     | 40.0% | 93    | 80.2% |  |
|              | c) 下降気味          | 4     | 10.8% | 4     | 12.9% | 2     | 12.5% | 1     | 16.7% | 2     | 16.7% | 1     | 16.7%  | 1     | 33.3% | 2     | 40.0% | 17    | 14.7% |  |
|              |                  | 37    |       | 31    |       | 16    |       | 6     |       | 12    |       | 6     |        | 3     |       | 5     |       | 116   |       |  |
| 問8.          | 輸送費(運賃)対売上高比率(%) |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 0.2～1.0       | 20    | 39.2% | 13    | 30.2% | 11    | 47.8% | 2     | 15.4% | 5     | 38.5% | 2     | 66.7%  | 1     | 16.7% | 2     | 40.0% | 56    | 35.7% |  |
|              | b) 1.1～2.0       | 17    | 33.3% | 24    | 55.8% | 10    | 43.5% | 7     | 53.8% | 7     | 53.8% | 1     | 33.3%  | 3     | 50.0% | 3     | 60.0% | 72    | 45.9% |  |
|              | c) 2.1以上         | 14    | 27.5% | 6     | 14.0% | 2     | 8.7%  | 4     | 30.8% | 1     | 7.7%  | 0     | 0.0%   | 2     | 33.3% | 0     | 0.0%  | 29    | 18.5% |  |
|              |                  | 51    |       | 43    |       | 23    |       | 13    |       | 13    |       | 3     |        | 6     |       | 5     |       | 157   |       |  |
| 問9.          | 12月末の金利          |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | (イ) 割引金利(%)      |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 1.3以下         | 20    | 43.5% | 17    | 58.6% | 8     | 47.1% | 2     | 50.0% | 6     | 60.0% | 2     | 50.0%  | 1     | 50.0% | 3     | 50.0% | 59    | 50.0% |  |
|              | b) 1.31～1.90     | 21    | 45.7% | 9     | 31.0% | 8     | 47.1% | 2     | 50.0% | 2     | 20.0% | 1     | 25.0%  | 0     | 0.0%  | 1     | 16.7% | 44    | 37.3% |  |
|              | c) 1.91～2.50     | 2     | 4.3%  | 1     | 3.4%  | 1     | 5.9%  | 0     | 0.0%  | 2     | 20.0% | 1     | 25.0%  | 1     | 50.0% | 2     | 33.3% | 10    | 8.5%  |  |
|              | d) 2.51～3.10     | 2     | 4.3%  | 2     | 6.9%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%   | 0     | 0.0%  | 0     | 0.0%  | 4     | 3.4%  |  |
|              | e) 3.11以上        | 1     | 2.2%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%   | 0     | 0.0%  | 0     | 0.0%  | 1     | 0.8%  |  |
|              |                  |       | 46    |       | 29    |       | 17    |       | 4     |       | 10    |       | 4      |       | 2     |       | 6     |       | 118   |  |
|              | (ロ) 短期金利(%)      |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 1.3以下         | 27    | 56.3% | 23    | 69.7% | 14    | 70.0% | 4     | 80.0% | 7     | 63.6% | 3     | 100.0% | 1     | 50.0% | 3     | 50.0% | 82    | 64.1% |  |
|              | b) 1.31～1.90     | 18    | 37.5% | 9     | 27.3% | 5     | 25.0% | 1     | 20.0% | 3     | 27.3% | 0     | 0.0%   | 0     | 0.0%  | 2     | 33.3% | 38    | 29.7% |  |
|              | c) 1.91～2.50     | 2     | 4.2%  | 0     | 0.0%  | 1     | 5.0%  | 0     | 0.0%  | 1     | 9.1%  | 0     | 0.0%   | 1     | 50.0% | 1     | 16.7% | 6     | 4.7%  |  |
|              | d) 2.51～3.10     | 1     | 2.1%  | 1     | 3.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%   | 0     | 0.0%  | 0     | 0.0%  | 2     | 1.6%  |  |
|              | 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%  |  |
|              |                  |       | 48    |       | 33    |       | 20    |       | 5     |       | 11    |       | 3      |       | 2     |       | 6     |       | 128   |  |
|              | (ハ) 長期金利(%)      |       |       |       |       |       |       |       |       |       |       |       |        |       |       |       |       |       |       |  |
|              | a) 1.3以下         | 24    | 48.0% | 21    | 63.6% | 10    | 50.0% | 2     | 50.0% | 6     | 66.7% | 3     | 75.0%  | 3     | 75.0% | 3     | 50.0% | 72    | 26.1% |  |
| b) 1.31～1.90 | 16               | 32.0% | 7     | 21.2% | 9     | 45.0% | 1     | 25.0% | 2     | 22.2% | 0     | 0.0%  | 0      | 0.0%  | 0     | 0.0%  | 35    | 35.1% |       |  |
| c) 1.91～2.50 | 9                | 18.0% | 4     | 12.1% | 1     | 5.0%  | 1     | 25.0% | 1     | 11.1% | 1     | 25.0% | 1      | 25.0% | 3     | 50.0% | 21    | 32.1% |       |  |
| d) 2.51～3.10 | 1                | 2.0%  | 1     | 3.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0     | 0.0%  | 0      | 0.0%  | 0     | 0.0%  | 2     | 5.2%  |       |  |
| 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     | 1.5%  |       |  |
|              |                  | 50    |       | 33    |       | 20    |       | 4     |       | 9     |       | 4     |        | 4     |       | 6     |       | 130   |       |  |

全地区経営アンケート調査集計表  
(調査対象期間 平成24年10月～12月)

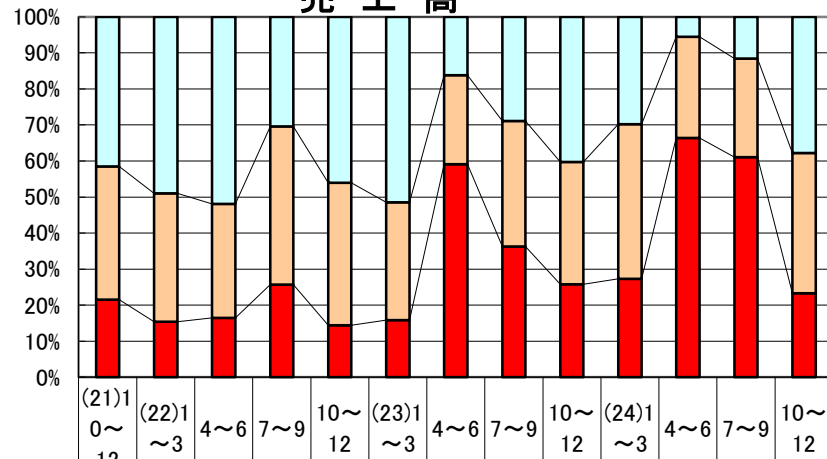
商社を除く

|      |                                 | 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<br>または実行予定(複数可) |      |      |       |      |      |      |      |      |     |     |
|      | 6) 新規取引先の開拓                     | 34   | 27   | 14    | 7    | 8    | 4    | 4    | 3    |     | 101 |
|      | 5) 人材教育                         | 28   | 20   | 12    | 7    | 4    | 3    | 3    | 3    |     | 80  |
|      | 14) 単価の見直し                      | 23   | 20   | 8     | 7    | 5    | 7    | 5    | 4    |     | 79  |
|      | 15) 与信の見直し                      | 24   | 19   | 8     | 8    | 6    | 6    | 3    | 4    |     | 78  |
|      | 8) 付加価値商品の取組み                   | 26   | 14   | 4     | 6    | 5    | 4    | 4    | 3    |     | 66  |
|      | 11) 在庫管理の見直し                    | 25   | 16   | 7     | 4    | 3    | 4    | 1    | 5    |     | 65  |
|      | 17) 運搬コストの節約                    | 19   | 12   | 9     | 6    | 3    | 4    | 1    | 2    |     | 56  |
|      | 12) 仕入れ政策の見直し                   | 18   | 13   | 7     | 4    | 5    | 3    | 1    | 1    |     | 52  |
|      | 1) 営業強化(人員増強)                   | 17   | 16   | 7     | 2    | 4    | 1    | 1    | 2    |     | 50  |
|      | 16) 販売管理費の見直し                   | 11   | 10   | 12    | 3    | 5    | 3    | 2    | 3    |     | 49  |
|      | 2) 営業組織の見直し                     | 13   | 11   | 4     | 4    | 3    | 3    | 1    | 0    |     | 39  |
|      | 7) 新製品の販売                       | 8    | 7    | 3     | 2    | 1    | 1    | 2    | 1    |     | 25  |
|      | 3) 人材異動・担当変更                    | 5    | 9    | 1     | 5    | 1    | 1    | 2    | 0    |     | 24  |
|      | 19) キャッシュフローの改善                 | 5    | 8    | 3     | 2    | 2    | 1    | 0    | 2    |     | 23  |
|      | 20) 設備の更新                       | 8    | 8    | 2     | 1    | 0    | 2    | 1    | 1    |     | 23  |
|      | 18) 借入れの圧縮                      | 7    | 4    | 0     | 2    | 1    | 0    | 0    | 3    |     | 17  |
|      | 4) セールス・エンジニアリングの推進             | 3    | 3    | 2     | 1    | 0    | 2    | 0    | 1    |     | 12  |
|      | 13) 輸入品拡大                       | 4    | 7    | 0     | 0    | 0    | 0    | 0    | 1    |     | 12  |
|      | 22) 電子機器の活用(IT)                 | 3    | 5    | 0     | 0    | 1    | 1    | 1    | 1    |     | 12  |
|      | 10) 海外進出                        | 3    | 5    | 2     | 0    | 0    | 0    | 0    | 0    |     | 10  |
|      | 9) 事業統合                         | 1    | 0    | 1     | 1    | 0    | 0    | 1    | 0    |     | 4   |
|      | 21) 資産の売却                       | 2    | 2    | 0     | 0    | 0    | 0    | 0    | 0    |     | 4   |

全国ステンレス流通協会連合会  
事務局長 大岩 眞太郎

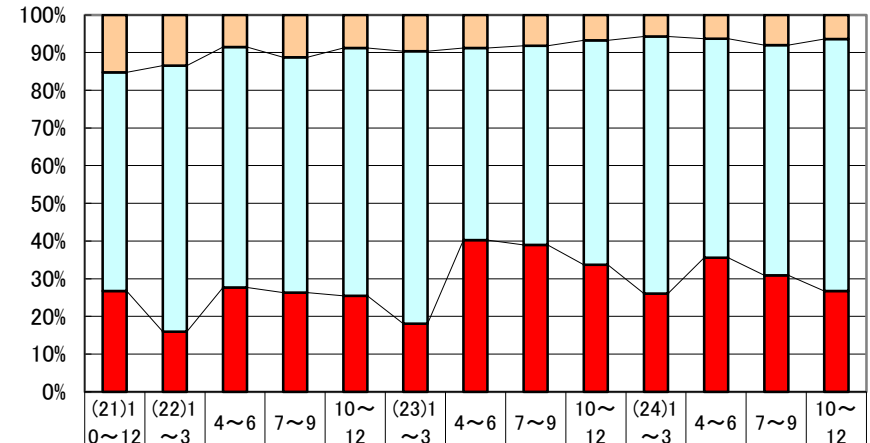
## 推移グラフ(C)

### 売上高



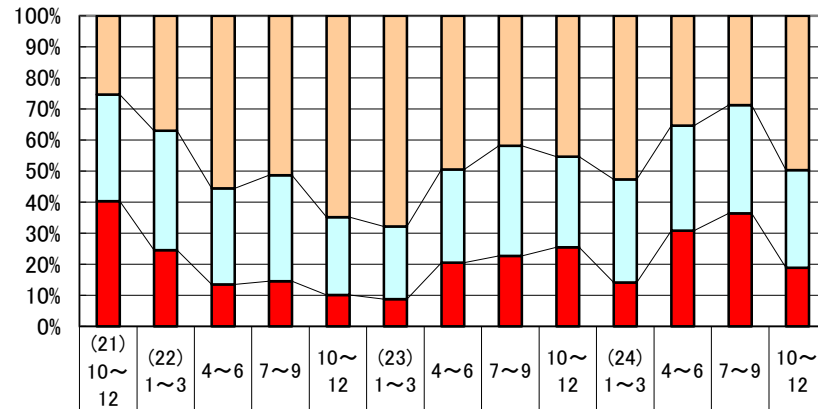
|         |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| □a) 増加  | 41.5 | 49.0 | 51.9 | 30.4 | 46.0 | 51.5 | 16.2 | 28.9 | 40.3 | 29.8 | 5.5  | 11.6 | 37.8 |
| □b) 横這い | 37.0 | 35.6 | 31.6 | 43.9 | 39.6 | 32.7 | 24.7 | 34.8 | 33.9 | 42.9 | 28.1 | 27.3 | 38.9 |
| ■c) 減少  | 21.5 | 15.4 | 16.5 | 25.7 | 14.4 | 15.8 | 59.1 | 36.3 | 25.8 | 27.3 | 66.3 | 61.1 | 23.3 |

### 期末在庫



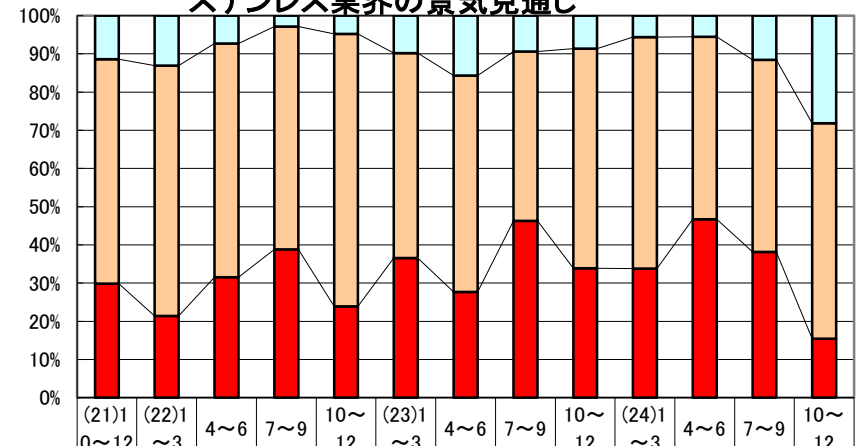
|         |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| □c) 少ない | 15.2 | 13.4 | 8.5  | 11.2 | 8.8  | 9.6  | 8.8  | 8.2  | 6.7  | 5.7  | 6.3  | 8.0  | 6.4  |
| □b) 適量  | 58.1 | 70.6 | 63.8 | 62.4 | 65.7 | 72.3 | 51.0 | 52.8 | 59.6 | 68.2 | 58.1 | 61.2 | 66.9 |
| ■a) 多い  | 26.7 | 15.9 | 27.6 | 26.3 | 25.4 | 18.1 | 40.2 | 39.0 | 33.7 | 26.0 | 35.6 | 30.9 | 26.7 |

### 採算



|            |      |      |      |      |      |      |      |      |      |      |      |      |      |
|------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| □a) 黒字     | 25.4 | 37.0 | 55.6 | 51.4 | 64.9 | 67.9 | 49.5 | 41.9 | 45.4 | 52.8 | 35.4 | 28.8 | 49.7 |
| □b) 収支トントン | 34.3 | 38.5 | 30.9 | 34.1 | 25.0 | 23.5 | 30.0 | 35.5 | 29.2 | 33.2 | 33.8 | 34.8 | 31.5 |
| ■c) 赤字     | 40.3 | 24.5 | 13.5 | 14.5 | 10.1 | 8.7  | 20.5 | 22.7 | 25.4 | 14.1 | 30.8 | 36.4 | 18.8 |

### ステンレス業界の景気見通し



|         |      |      |      |      |      |      |      |      |      |      |      |      |      |
|---------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| □a) 良化  | 11.4 | 13.1 | 7.3  | 2.8  | 4.8  | 9.8  | 15.7 | 9.4  | 8.6  | 5.6  | 5.5  | 11.6 | 28.2 |
| □b) 横這い | 58.7 | 65.5 | 61.2 | 58.4 | 71.3 | 53.6 | 56.6 | 44.3 | 57.5 | 60.6 | 47.7 | 50.3 | 56.4 |
| ■c) 悪化  | 29.9 | 21.4 | 31.6 | 38.8 | 23.9 | 36.6 | 27.7 | 46.3 | 33.9 | 33.8 | 46.7 | 38.2 | 15.5 |