

STEEL CASTING CONSUMER INTERVIEW SURVEY

Contact was made with steel castings consumers in the following user markets:

- Construction Machinery and Equipment
- Truck, Bus, and Trailer Equipment
- Mining Machinery and Equipment
- Valves and Fittings
- Mill Machinery
- Pumps
- Machine Tools
- Industrial Trucks
- Furnaces and Ovens
- Motors and Generators
- Special Industry Machinery
- Tanks (Military)

Although the large majority of the interview candidates is considered to be heavy tonnage users of steel castings in the manufacture of their end products, effort was also extended to gather data on the lesser volume users in an attempt to provide a greater cross-section of the consumers.

Detailed information obtained from the contact survey is shown in Exhibit A and includes:

- Market identification
- User company name
- User company address
- User company phone
- Contact name and position, when available
- Projected 1983 demand in tons by alloy
- Tonnage distribution by casting weight
- Purchasing criteria
- Foreign or import supply policies
- Location of user plants for those firms with multiple facilities