



**To: OESA Members**

**BULLETIN: 04-47**

**From: Neil De Koker, President**

**Date: November 3, 2004**

### OESA Steel Market Survey

OESA invites Regular Members affected by steel market conditions to complete an online survey that will:

- Define the magnitude of the issue by determining total steel exposure
- Benchmark supplier ability to contain costs relative to year-over-year spend increases
- Identify financial risks and potential supply chain disruptions
- Suggest short-term actions for cost recovery
- Provide long-term strategies to mitigate risk and offset costs

OESA asks members to answer 19 straight-forward questions on specific procurement data and general sales and marketing information. OESA members may first view the survey and then return with the required information. The survey should take approximately 30 minutes.

**The survey deadline is Friday, November 12<sup>th</sup>.**

Members may complete the survey at:

<http://www.zoomerang.com/survey.zgi?p=WEB223VJSB3U3C>

OESA member response will enable complete analysis, relevancy, and credibility with members, customers, the media, and public policy advisors.

Survey responses will remain confidential and OESA will report aggregate findings. OESA will provide survey respondents with basic data one week following the close of the survey. OESA will also provide detailed information at the end of November.

OESA members seeking more information should contact Dave Andrea, at [dandrea@oesa.org](mailto:dandrea@oesa.org) or 248.952.6401 extension 228.