

July 12, 2016



To: Our Customers

Subject: Current Lead-times & Raw Material Surcharges July 2016

**CJ Estimated Forging Lead Times:**

- **Forgings – “As Forged” with Steel in Stock = 12 weeks**
  - Current mill lead times are 7 weeks
- **Heat Treating**
  - **Normalize/Anneal = 2 weeks**
  - **Quench & Temper = 4 weeks**
- **Mechanicals = 1 week**
- **Non-destructive Testing = 2 weeks**
- **Machining = 4 weeks**

The above lead times are estimates only. Average commercial mill lead times are currently at 5-7 weeks. In some cases we can utilize service centers or alternate mills for shorter lead times (2-5 weeks). We have also been successful in expediting steel shipments from our suppliers. Steel is, in most cases, procured when customer purchase orders are confirmed. Feel free to contact us if we can assist you with any delivery requests and we'll do our best to expedite whenever possible.

**Holidays & Maintenance Shut Down Periods:** CJ will be shut down during the following time frames.

**FOURTH OF JULY:** Closed Monday, 7/4/16, reopening for business on Tuesday, 7/5/16.

**SUMMER MAINTENANCE SHUT DOWN:** Closed Monday, 7/25/16, reopening for business on Monday, 8/8/16.

**LABOR DAY:** Closed Monday, 9/5/16, reopening for business on Tuesday, 9/6/16.

SALES SURCHARGE per HUNDRED WEIGHT						
Steel Company Shipments Delivery in June 2016 for July 2016 Invoicing						
SCRAP	STEEL	SURCHARGE / CWT				\$8.837
ALLOYGRADE	Cr	NICKEL	MOLY	MANGA	TOTAL	
E3310H	\$1.213	\$0.000	\$0.463	\$0.000	\$1.213	
4130H-4150H	\$0.667	\$ -	\$0.463	\$ -	\$1.027	
4320	\$0.342	\$0.032	\$0.579	\$0.000	\$0.953	
4340	\$0.547	\$0.033	\$0.579	\$0.000	\$1.158	
4820	\$0.000	\$0.064	\$0.579	\$0.000	\$0.642	
86XX	\$0.342	\$0.010	\$0.463	\$0.000	\$0.815	
88XX	\$0.342	\$0.010	\$0.811	\$0.000	\$1.163	
9310	\$0.837	\$0.059	\$0.266	\$0.000	\$1.163	
EN355	\$1.282	\$0.482	\$0.212	\$0.000	\$1.976	
carbon steel 10xx				\$0.000	\$0.000	
carbon steel 1141-1144				\$0.000	\$0.000	
carbon steel 1146				\$0.000	\$0.000	
C-J Energy surcharge		\$0.00	per gross LB			
Heat treat energy surcharge		\$0.01	per gross LB			
Shipping Containers (2,000# capacity)		\$43.00	each			

\*Updated 3310 and 4130-4150 pricing 7/12/16.

Sincerely,

Lori Brown, Sales Manager

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