

September 26, 2016



To: Our Customers

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

**CJ Estimated Forging Lead Times:**

- **Forgings – “As Forged” with Steel in Stock = 7 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.

**THANKSGIVING:** Closed Thursday, 11/24/16, reopening for business on Monday, 11/28/16.

**WINTER MAINTENANCE SHUT DOWN:** Closed Friday, 12/23/16, reopening for business on Tuesday, 1/3/17.

SALES SURCHARGE per HUNDRED WEIGHT					
Steel Company Shipments Delivery in September 2016 for October 2016 Invoicing					
SCRAP	STEEL	SURCHARGE / CWT		\$8.287	
ALLOYGRADE	Cr	NICKEL	MOLY	MANGA	TOTAL
E3310H	\$1.213	\$0.000	\$0.000	\$0.000	\$1.213
4130H-4150H	\$0.651	\$0.000	\$0.736	\$0.000	\$1.387
4320	\$0.334	\$1.491	\$0.920	\$0.000	\$2.745
4340	\$0.547	\$0.000	\$1.159	\$0.000	\$1.706
4820	\$0.000	\$2.939	\$0.920	\$0.000	\$3.859
86XX	\$0.334	\$0.462	\$0.736	\$0.000	\$1.532
88XX	\$0.334	\$0.462	\$1.288	\$0.000	\$2.085
9310	\$0.834	\$0.177	\$0.603	\$0.000	\$1.614
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	

Sincerely,

Lori Brown, Sales Manager  
Direct: 217.531.6655

[lbrown@clifford-jacobs.com](mailto:lbrown@clifford-jacobs.com)  
[www.clifford-jacobs.com](http://www.clifford-jacobs.com)