

January 30, 2017



To: Our Customers

Subject: Current Lead-times & Raw Material Surcharges February 2017

**CJ Estimated Forging Lead Times:**

- **Forgings – “As Forged” with Steel in Stock = 10 weeks**
  - Current mill lead times are 7 weeks
- **Heat Treating**
  - **Normalize/Anneal = 2 weeks**
  - **Quench & Temper = 4 weeks**
- **Mechanicals = 1 week**
- **Non-destructive Testing = 3 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.

**GOOD FRIDAY:** Closed Friday, 4/14/17, reopening for business on Monday, 4/17/17.

**MEMORIAL DAY:** Closed Monday, 5/29/17, reopening for business on Tuesday, 5/30/17.

**INDEPENDENCE DAY:** Closed Tuesday, 7/4/17, reopening for business on Wednesday, 7/5/17.

**SUMMER MAINTENANCE SHUT DOWN:** Production for CJ in-house operations are shut down Monday, 7/24/17, resuming on Monday, 8/7/17,

**LABOR DAY:** Closed Monday, 9/4/17, reopening for business on Tuesday, 9/5/17.

SALES SURCHARGE per HUNDRED WEIGHT					
Steel Company Shipments Delivery in January 2017 for February 2017 Invoicing					
SCRAP	STEEL SURCHARGE / CWT	\$9.295			
ALLOYGRADE	Cr	NICKEL	MOLY	MANGA	TOTAL
E3310H	\$1.243	\$4.770	\$0.000	\$0.075	\$6.087
4130H-4150H	\$0.769	\$0.000	\$0.724	\$0.125	\$1.618
4320	\$0.395	\$2.419	\$0.904	\$0.079	\$3.797
4340	\$0.631	\$2.419	\$0.904	\$0.108	\$4.062
4820	\$0.000	\$2.808	\$1.022	\$0.000	\$3.830
86XX	\$0.395	\$0.749	\$0.724	\$0.114	\$1.982
88XX	\$0.395	\$0.749	\$1.266	\$0.125	\$2.536
9310	\$0.834	\$0.177	\$0.603	\$0.000	\$1.614
EN355	\$0.993	\$1.605	\$0.817	\$0.000	\$3.416
carbon steel 10xx				\$0.108	\$0.108
carbon steel 1141-1144				\$0.215	\$0.215
carbon steel 1146				\$0.122	\$0.122
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

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