

December 21, 2018



To: Our Customers

Subject: Current Lead-times & Raw Material Surcharges January 2019

CJ Estimated Forging Lead Times:

- **Forgings that run on the 20,000 pound hammer and larger – “As Forged”**
 - including but not limited to parts weighing 175 pounds or above
 - 18 weeks with material from a mill, service center or on the ground
- **Forgings that run on the 12,000 pound hammer and smaller – “As Forged”**
 - including but not limited to parts weighing under 175 pounds
 - 14 weeks with material from a mill
 - 12 weeks with material in stock at CJ or on the ground from a service center
 - Inquire for material availability
- **Heat Treating**
 - **Normalize/Anneal = 2 weeks**
 - **Quench & Temper = 4 weeks**
- **Mechanicals = 1 week**
- **Non-destructive Testing = 2 weeks**
- **Machining = 6 weeks**

The above lead times are estimates only.

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

WINTER SHUT DOWN: Closed Saturday, 12/22/18, reopening for business Wednesday, 1/2/19

| Steel Company Surcharge Shipment Rates | |
|--|-----------|
| Delivery in December 2018 for January 2019 Invoicing | |
| per Hundred Weight | |
| Scrap | \$16.500 |
| ALLOYGRADE | TOTAL |
| E3310H | \$12.784 |
| 4130H-4150H | \$3.809 |
| 4320 | \$9.158 |
| 4340 | \$9.583 |
| 4820 | \$13.858 |
| 86XX | \$4.899 |
| 88XX | \$6.688 |
| 9310 | \$12.224 |
| EN355 | \$12.322 |
| Carbon Steel 10xx | \$0.246 |
| Carbon Steel 1141-1144 | \$0.493 |
| Carbon Steel 1146 | \$0.726 |
| Raw Material Energy Surcharge | \$0.217 |
| Heat treat energy surcharge | \$0 |
| Shipping Containers (2,000# capacity) | \$43 each |

Sincerely,

Lori Brown, Sales Manager

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