

September 30, 2011



To: Our Customers

Subject: Current Lead-times & Raw Material Surcharges October 2011

**CJ Estimated Forging Lead Times:**

- Forgings – As Forged – Dependent on Steel Availability
  - 201# and up = 12-41 weeks (depending on part configuration)
  - 121# - 200# = 25 weeks
  - 81# - 120# = 21 weeks
  - 40# - 80# = 21 weeks
  - 39 & below = 15 weeks
- Heat Treating = 4-6 weeks
- Non-destructive Testing = 2 weeks
- Machining = 6-8 weeks

Please send us orders for any forgings you require through August 2012 to ensure that we can meet your delivery requests. We would appreciate any forecasting through the third quarter of 2012.

**Holidays & Maintenance Shutdown:** Just a reminder that CJ will be shut down during the following times.

**THANKSGIVING:** Closed Thursday 11/24/11 and Friday 11/25/11.

**WINTER MAINTENACE SHUTDOWN:** Closed Friday, 12/23 reopening for business Tuesday, 1/3/12.

**Invoicing Update:** Effective 8/1/11, Clifford-Jacobs began emailing invoices to customers. Please ensure that an email address is noted on your purchase orders and we will submit invoices to said address. Feel free to contact us with any questions.

SALES SURCHARGE per HUNDRED WEIGHT					
STEEL COMPANY SHIPMENTS DELIVERY in September 2011 for October 2011 INVOICING					
SCRAP STEEL SURCHARGE / CWT					\$21.909
ALLOYGRADE	Cr	NICKEL	MOLY	MANGA	TOTAL
E3310H	\$1.695	\$30.628	\$0.000	\$0.161	\$32.484
4130H-4150H	\$1.049	\$0.000	\$2.785	\$0.268	\$4.103
4320	\$0.538	\$15.533	\$3.483	\$0.168	\$19.722
4340	\$0.861	\$15.970	\$3.483	\$0.222	\$20.536
4820	\$0.000	\$30.628	\$3.483	\$0.184	\$34.295
86XX	\$0.538	\$4.813	\$2.785	\$0.238	\$8.373
88XX	\$0.538	\$4.813	\$4.875	\$0.268	\$10.494
9310	\$1.319	\$28.441	\$1.602	\$0.168	\$31.529
EN355	\$1.669	\$17.502	\$2.785	\$0.168	\$22.124
carbon steel 10xx				\$0.230	\$0.230
carbon steel 1141-1144				\$0.460	\$0.460
carbon steel 1146				\$0.260	\$0.260
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,

Troy P. Mitchell, Sales Manager

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