

January 30, 2012



To: Our Customers

Subject: Current Lead-times & Raw Material Surcharges February 2012

CJ Estimated Forging Lead Times:

- Forgings – As Forged – Dependent on Steel Availability
 - 201# and up = 18-40 weeks (depending on part configuration)
 - 121# - 200# = 18 weeks
 - 81# - 120# = 14 weeks
 - 40# - 80# = 14 weeks
 - 39 & below = 14 weeks
- Heat Treating = 4-6 weeks
- Non-destructive Testing = 2 weeks
- Machining = 6-8 weeks

Lead times are continuing to improve on all hammers though our 25,000# hammer does have a 40 week lead time. Feel free to contact us if we can assist you with any delivery requests and we'll do our best whenever possible. We ask that you send orders for any forgings you require through November 2012 to ensure that we can meet your needs due to steel lead times at the mills. We would appreciate any forecasting through the end of 2012.

SALES SURCHARGE per HUNDRED WEIGHT					
STEEL COMPANY SHIPMENTS DELIVERY in January 2012 for February 2012 INVOICING					
SCRAP STEEL SURCHARGE / CWT					\$21.542
ALLOYGRADE	Cr	NICKEL	MOLY	MANGA	TOTAL
E3310H	\$1.495	\$18.616	\$0.000	\$0.156	\$20.268
4130H-4150H	\$0.925	\$0.000	\$2.459	\$0.260	\$3.643
4320	\$0.474	\$9.441	\$3.073	\$0.164	\$13.153
4340	\$0.759	\$9.441	\$3.073	\$0.223	\$13.497
4820	\$0.000	\$18.616	\$3.073	\$0.178	\$21.868
86XX	\$0.474	\$2.925	\$2.459	\$0.230	\$6.087
88XX	\$0.474	\$2.925	\$4.303	\$0.260	\$7.962
9310	\$1.163	\$17.287	\$1.414	\$0.164	\$20.027
EN355	\$1.469	\$10.638	\$2.459	\$0.164	\$14.729
carbon steel 10xx				\$0.223	\$0.223
carbon steel 1141-1144				\$0.462	\$0.462
carbon steel 1146				\$0.252	\$0.252
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

www.clifford-jacobs.com