



### SOUTH JERSEY WELDING SUPPLY COMPANY

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# URGENT: ATTENTION CUSTOMERS!!!

## FIRE BREAKS OUT AT CARBIDE INDUSTRIES - 3/22/2011

A fire broke out at Carbide Industries' Louisville plant Monday, March 21. The incident claimed the lives of 2 workers, and the plant is now shut down. Carbide Industries is the only producer of Calcium Carbide in North America, which is necessary in the production of Acetylene Gas.

### WHAT DOES THIS MEAN?

There is likely going to be a shortage of Acetylene. Prices will increase and/or surcharges will be added from Acetylene producers. We are currently working hard to keep you supplied, but may also be forced to implement an allocation of Acetylene.

### ALTERNATIVE OPTIONS:

If necessary, we are fully stocked with alternative fuel gases, **Propylene** and **Propane**, as well as the equipment needed to convert. You must change to a fuel gas tip, and you **MUST USE "T" GRADE HOSE**. We also recommend changing to a fuel gas regulator that can handle the higher pressures of fuel gases sometimes needed in higher heat applications. Now may also be the time invest in a **Plasma Cutter** as your best long term option. Feel free to contact us with any questions and concerns. See the benefits and advantages of Propane, Propylene, and Plasma Cutting below. If necessary, we can help you with a conversion that is best for you.

### PROPYLENE

- SAFER:** Reduced chance of flashbacks, more stable
- 50% Reduction in cost over Acetylene
- 50% Reduction in gas pressure Vs Propane... less gas
- 80% less cylinder change outs.. (1 -105 lb Propylene Vs 5 - 330 cu ft. Acetylene)
- QUALITY CUTS....** Less grinding, better joint fit-up
- HIGHER** Vapor Pressure in colder temperatures
- FASTER** Cutting Speeds....productivity improvement

### PROPANE

- SAFER:** Reduced chance of flashbacks, more stable
- Reduction in cost over Acetylene
- Less cylinder change outs
- Clean, Quality Cuts....
- Better Alternative** in Scrap Cutting
- Higher BTU's, better for heating applications
- Lower Temperature is not suitable for Welding applications

### PLASMA CUTTING

- SAFEST:** No Flammable gas involved, runs on Compressed Air
- Up to 8 times higher Cut speed than any Oxy/Fuel Combination
- Cleaner cut than any Oxy/Fuel, less prep, best fit-up
- Nearly 10 Times higher profitability in mechanized cutting than Oxy/Fuel
- Easiest to use: Drag Shield vs. Standoff = better cuts
- FLEXIBILITY:** Quality, clean cuts on Steel, Stainless, Aluminum, Copper, and Brass

Contact your nearest branch to answer any questions and concerns. We are prepared with the gas and equipment necessary to keep you up and running during this difficult time with the quality brands you trust:





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April 27, 2011

Re: ACETYLENE SURCHARGES

To Our Valued Customers,

As you may have read or were already aware, there is now a crisis on Acetylene supply across the country. Acetylene producers have declared force majeure or have informed us of a "Contingency Event" regarding pricing. We are currently working hard to ensure that there will be no interruption of product to our customers during this event.

Unfortunately, on April 11<sup>th</sup>, our supplier began implementing surcharges which we are forced to pass through. Effective immediately, this surcharge will be applied to your current price of Acetylene. We will do our best to keep you informed of the situation. These surcharges, though temporary, could be in effect for a longer time period as Acetylene producers search for alternative sources of Calcium Carbide. See the current surcharges below, and check back often for adjustments @ [www.sjwelding.com](http://www.sjwelding.com). Feel free to call us with any questions or concerns, and we thank you for your continued business.

South Jersey Welding Supply

#### Acetylene Premium Surcharge Schedule

Effective Date: 4/27/11

<u>Description</u>	<u>Uom</u>	<u>Factor/ CU.FT</u>	<u>Per Cyl</u>
ACETYLENE MC	CYL	10	<b>\$1.50</b>
ACETYLENE B	CYL	40	<b>\$2.50</b>
ACETYLENE #3	CYL	75	<b>\$4.50</b>
ACETYLENE #4	CYL	130	<b>\$6.44</b>
ACETYLENE #4.5	CYL	210	<b>\$10.40</b>
ACETYLENE #5	CYL	330	<b>\$16.34</b>
ACETYLENE WS	CYL	130	<b>\$6.44</b>
ACETYLENE WTL	CYL	390	<b>\$19.31</b>

