



1412 – 150th Street, Hammond, IN 46327 • 877-289-2277 • FAX: 219-853-6081

December 27, 2011

TO OUR VALUED CUSTOMERS:

Effective with shipments January 1, 2012 we are adjusting our fuel surcharge due to the changes in fuel prices. The fuel surcharge will be reviewed monthly and currently is as follows:

Shipments January 1 - 31, 2012 37% of Freight Charge

This amount will be applied to all prepaid shipments and will be reflected on our invoice.

Please contact your Niagara LaSalle sales representative if you have any questions regarding this announcement.

Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads "Joseph Giancola". The signature is written in a cursive, flowing style.

Joseph Giancola
Marketing Manager