



[1412 – 150th Street, Hammond, IN 46327 • 877-289-2277 • FAX: 219-853-6081](http://www.niagaralasalle.com)

December 14, 2011

TO OUR VALUED CUSTOMERS:

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

Shipments January 1 - 31, 2012

All Shapes – All Sizes – Cold Finished and Hot Roll

<u>Grades</u>	<u>Surcharge</u>
1018 – 1045 - 1117 – 1141 – 1144 – 1215	\$0.10/Cwt.
Stressproof ® – Fatigue Proof ® – “e.t.d.” 150®	\$0.10/Cwt.
All Other Non-Leaded Carbon & Alloy Grades	\$0.10/Cwt.
All Leaded and Bismuth Carbon & Alloy Grades	\$0.34/Cwt.

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

This surcharge is due to the recent escalation in market prices for manganese ferroalloys used in the steelmaking processes.

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 cursive script that reads "Joseph Giancola".

Joseph Giancola
Marketing Manager