



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

November 15, 2011

TO OUR VALUED CUSTOMERS:

Effective with shipments December 1, 2011 we are adjusting our scrap surcharge due to changes in raw material cost. The scrap surcharge will be reviewed monthly and currently is as follows:

Shipments December 1 – 31, 2011

All Shapes – All Sizes – Cold Finished and Hot Roll

Grades

All Carbon & Alloy Grades

Surcharge

\$14.50/Cwt.

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

This surcharge is due to the escalation worldwide for scrap that has caused the prices to increase at uncontrollable rates. We expect this cost will fluctuate widely in the months ahead.

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