



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

January 18, 2010

TO OUR VALUED CUSTOMERS:

Effective with shipments February 1, 2010 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 February 1 – 28, 2010

All Shapes – All Sizes – Cold Finished and Hot Roll

<u>Grades</u>	<u>Surcharge</u>
All Carbon & Alloy Grades	\$11.50/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 black ink that reads 'Joseph Giancola'.

Joseph Giancola
Manager Sales Service