



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

December 14, 2011

TO OUR VALUED CUSTOMERS:

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

Shipments January 1 – 31, 2012

10V45 75K Minimum Yield

| <u>Size Range</u> | <u>Surcharge</u> |
|-------------------|------------------|
| 3-1/4" & Under | \$1.15/Cwt. |
| Over 3-1/4" | \$1.15/Cwt. |

All other vanadium grades are subject to inquiry.

This amount will be applied to all 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 cursive script that reads "Joseph Giancola".

Joseph Giancola
Marketing Manager