



January 1, 2011

To Whom It May Concern:

Charlie Allen, and Lease Logistics, Inc. have provided extensive and invaluable transportation and fleet consulting services to Chatham Steel Corporation for more than ten years. As a regional steel service center, we believe that employing our own drivers is an essential component of our service philosophy. While we manage the day-to-day relationship with our truck leasing providers, we recognize that buying and maintaining trucks is not our core competence. Charlie has provided us with expertise, which insures that we lease the right equipment, with the right mix of services, at the fairest market price.

We entered into our relationship with Lease Logistics in 1995. In the initial round of negotiations, we were able to save approximately \$1.2 million dollars. Since then, Charlie has negotiated every transportation equipment agreement at all five of our locations. He has proven his adeptness time and again while assisting us in negotiating new leases, maintenance contracts, repair claims, and tax credit.

In 2005, preceding the renegotiation of our entire tractor fleet, we placed Charlie on a flat retainer instead of a savings-based fee. We are absolutely confident that *without* his help our expenses would have been considerably higher with less service. Charlie has the utmost respect of the leasing companies but is very clearly considered the toughest of negotiators. His style allows us to maintain a cordial partnership while he negotiated on our behalf.

It is generally not our policy to recommend suppliers. In this case, we feel strongly enough that Charlie Allen and Lease Logistics brings such tremendous values to the table, that we recommend him without reservation.

Sincerely,

A handwritten signature in black ink, appearing to read "Bert M. Tenenbaum", written over a horizontal line.

Bert M. Tenenbaum
President

BMT/jsw

SERVING INDUSTRY SINCE 1915