

Hello. My name is Michael Flores. I am currently the General Foreman at Lapham-Hickey Steel in Chicago.

I have over 35 years of Steel Industry experience in the greater Chicago-land Area. In this industry everyone is watching their bottom line. Ryerson was seeking alternatives to improve surface quality of scrap inventory.

We were losing \$5,000.00 to \$15,000.00 per month on scrap metal because we didn't have an economical answer at that time.

I had the honor to meet with Mr. Paul Mattar, President (Fluid Environmental Services, Inc). Based on the free Rust Release samples and testing of our carbon-tubing, we decided to use Rust Release. Mr. Paul Mattar suggested we build a tank to accommodate our 20'-25' inventory for easy in-house cleaning. He also builds free tanks for his customers, which can be found on rustrelease.com. Rust Release quickly removed the rust and we were able to salvage all of our carbon-tubing inventory. Ryerson was able to store carbon-tubing in bulk quantities, eliminated the concerns of rust or pitting.

When we tracked our piece-counts and total tubing footage, Ryerson saved roughly \$92,000 dollars in inventory annually.

Rust Release is environmentally safe, easy to use and works extremely well.

If you have questions, please feel free to give Paul Mattar a call at 773-262-8888.

Best Regards,
Mike Flores