



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** August 19, 2009

**Re:** August 2009 Steel Pricing Announcement

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) increased by \$3 per ton and the Base price decreased by \$3 per ton. The net effect is that transaction pricing will be unchanged. Therefore, Steel King's surcharge on Structural products will also not change during this time period.

Coil, Sheet Metal and Tube pricing have also risen **again**. Please see [www.steelking.com/pricing-documentation.html](http://www.steelking.com/pricing-documentation.html) for copies of the steel mill increase announcements.

The multi-tier steel cost surcharge pass-through will be:

**For orders shipping August 17 – September 20, 2009:**

- |  |                   |
|--|-------------------|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.17/# net cost |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.02/# net cost |
| c. SK3400 pallet flow rails & brakes (only)  | n/a               |
| d. All Sheet Metal or Tube based Products  | \$0.05/# net cost |

**For orders shipping September 21 – October 18, 2009:**

- |  |                                |
|--|--------------------------------|
| e. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.17/# net cost (Unchanged)  |
| f. SK2000 roll-formed pallet rack & step beams   | \$0.035/# net cost (Increased) |
| g. SK3400 pallet flow rails & brakes (only)  | n/a                            |
| h. All Sheet Metal or Tube based Products  | \$0.065/# net cost (Increased) |

We continue to post the latest news and actual surcharge announcements from our suppliers on our website at <http://www.steelking.com/pricing-documentation.html> . Please review this page for the latest announcements from our steel vendors.