



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** August 17, 2010

**Re: August 2010 Steel Pricing Announcement**

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) increased by \$32 per ton. However, the base price was decreased by \$7 per ton. The net effect is that transaction pricing will increase by \$25 per ton. Therefore, Steel King's surcharge on Structural products will also **increase** by \$25 per ton or \$0.0125 per pound

In addition, Steel King will need to **increase** the surcharge on SK2000 products by \$0.02 per pound due to recent increases on coil pricing from the mills.

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

**For orders shipping August 16 – September 19, 2010:**

- |  |                     |
|--|---------------------|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.1800/# net cost |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.1165/# net cost |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                 |
| d. All Sheet Metal or Tube based Products  | \$0.1800/# net cost |

**For orders shipping September 19 – October 17, 2010:**

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|--|--|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.1925/# net cost ( <b>Increased</b> ) |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.1365/# net cost ( <b>Increased</b> ) |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                                      |
| d. All Sheet Metal or Tube based Products  | \$0.1800/# net cost                      |

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.