



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: December 11, 2009

Re: December 2009 Steel Pricing Announcement

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) increased by \$65 per ton. The net effect is that transaction pricing will be increased \$65 per ton or \$0.0325 per pound going forward. Therefore, Steel King's surcharge on Structural products will also increase during this time period.

Coil and Tube pricing has also increased by \$50 per ton or \$0.025 per pound, therefore Steel King will increase the surcharge on its SK2000, step beam, sheet metal and tube-based product lines.

Please see 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 December 21 – January 17, 2010:

- | | |
|--|--------------------|
| a. SK3000 structural pallet rack, excluding step beams; I-Beam cantilever and Guard Dawg: | \$0.135/# net cost |
| b. SK2000 roll-formed pallet rack & step beams | \$0.055/# net cost |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.065/# net cost |

For orders shipping January 18 – February 14, 2010:

- | | |
|--|---------------------------------|
| a. SK3000 structural pallet rack, excluding step beams; I-Beam cantilever and Guard Dawg: | \$0.1675/# net cost (Increased) |
| b. SK2000 roll-formed pallet rack & step beams | \$0.08/# net cost (Increased) |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.09/# 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.