



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** January 18, 2010

**Re: January 2010 Steel Pricing Announcement**

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) increased by \$50 per ton, and the Base Price decreased by \$10 per ton. The net effect is that transaction pricing will be increased \$40 per ton or \$0.02 per pound going forward. Therefore, Steel King's surcharge on Structural products will also increase during this time period.

Coil pricing remained steady, while Tube and Sheet Metal pricing increased by \$0.02 per pound. Therefore, Steel King will hold its pricing on SK2000 and step beams, and increase the surcharge on sheet metal and tube-based product lines.

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 January 18 – February 14, 2010:**

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

**For orders shipping February 15 – March 14, 2010:**

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|--|--|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.1875/# net cost ( <b>Increased</b> ) |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.08/# net cost (Unchanged)            |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                                      |
| d. All Sheet Metal or Tube based Products  | \$0.11/# net cost ( <b>Increased</b> )   |

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.