



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: June 17, 2010

Re: June 2010 Steel Pricing Announcement

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) decreased by \$5 per ton. In addition, the base price was decreased by \$40 per ton. The net effect is that transaction pricing will decrease by \$45 per ton. Therefore, Steel King's surcharge on Structural products will also **decrease** by \$45 per ton or \$0.0225 per pound effective July 19, 2010

Further good news, Steel King will be able to **decrease** the surcharge on SK2000 by \$0.01 per pound effective July 19.

Unfortunately, the surcharge on tube and sheet products will need to increase. As posted on www.steelking.com, the cost of tubing has increased since we last adjusted the surcharge back in March. While we have held the surcharge rates firm for these steel types, we must now replenish inventory at the new higher cost.

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

For orders shipping June 21 - July 18, 2010:

- | | |
|--|---------------------|
| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.2125/# net cost |
| b. SK2000 roll-formed pallet rack & step beams | \$0.1490/# net cost |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.1650/# net cost |

For orders shipping July 19 - August 15, 2010:

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|--|--|
| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.1900/# net cost (Decreased) |
| b. SK2000 roll-formed pallet rack & step beams | \$0.1390/# net cost (Decreased) |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.1900/# 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.