



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** March 16, 2010

**Re: March 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, while the Base Price did not change. The net effect is that transaction pricing will increase by \$50 per ton or \$0.025 per pound. Therefore, Steel King's surcharge on Structural products will also increase by \$0.025 per pound during this time period.

Coil, Tube and Sheet Metal pricing are all moving upward. Please see [www.steelking.com/pricing-documentation.html](http://www.steelking.com/pricing-documentation.html) for copies of recent steel mill increase announcements. Therefore, Steel King will need to increase its surcharge on SK2000, Step Beams, Sheet Metal and Tube-based product lines.

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

**For orders shipping March 15 – April 18, 2010:**

- |  |                     |
|--|---------------------|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.1875/# net cost |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.1050/# net cost |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                 |
| d. All Sheet Metal or Tube based Products  | \$0.1400/# net cost |

**For orders shipping April 19 – May 16, 2010:**

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| b. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.2125/# net cost ( <b>Increased</b> ) |
| c. SK2000 roll-formed pallet rack & step beams   | \$0.1260/# net cost ( <b>Increased</b> ) |
| d. SK3400 pallet flow rails & brakes (only)  | n/a                                      |
| e. All Sheet Metal or Tube based Products  | \$0.1650/# 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.