



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: October 21, 2009

Re: October 2009 Steel Pricing Announcement

The most recent structural steel pricing and surcharges have been announced. The Raw Material Surcharge (RMS) decreased by \$30 per ton and there was No Change in the Base price. The net effect is that transaction pricing will be reduced by \$30 per ton. Therefore, Steel King's surcharge on Structural products will also be reduced by \$30 per ton or \$0.015 per pound during this time period.

Coil pricing has remained steady, therefore Steel King will not change the surcharge on its SK2000 and step beam 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 October 19 – November 15, 2009:

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|--|--------------------|
| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.15/# 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 November 16 – December 20, 2009:

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

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.