



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: September 10, 2009

Re: SPECIAL September 2009 Steel Pricing Announcement

In a surprise mid-month move, the base price for structural steel components has been reduced by \$40 per ton. At the same time, the Raw Material Surcharge (RMS) was left unchanged. The net effect is that transaction pricing will be reduced by \$40 per ton or \$0.02 per pound. Therefore, Steel King's surcharge on Structural products will also be reduced by the same amount.

No such change occurred with Coil, Sheet Metal or Tube materials. In fact, all indications are showing prices for these materials are moving upward

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 August 17 – September 20, 2009:

- | | |
|--|-------------------|
| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.17/# net cost |
| b. SK2000 roll-formed pallet rack & step beams | \$0.02/# net cost |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.05/# net cost |

For orders shipping September 21 – October 18, 2009:

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|--|--------------------------------|
| e. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.15/# net cost (Decreased) |
| f. SK2000 roll-formed pallet rack & step beams | \$0.035/# net cost (Unchanged) |
| g. SK3400 pallet flow rails & brakes (only) | n/a |
| h. 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.