



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: July 19, 2004

Re: August Steel Surcharge Notification

The August Steel surcharges have been announced, and it looks as if steel costs are once again on the upswing.

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

For orders shipping July 19 – August 15:

- | | |
|---|---------------------|
| a. SK3000 structural pallet rack, excluding step beams: | \$0.0165/# net cost |
| b. All other products | \$0.0350/# net cost |

For orders shipping August 16 – September 19:

- | | |
|---|---------------------|
| a. SK3000 structural pallet rack, excluding step beams: | \$0.0615/# net cost |
| b. All other products | \$0.0900/# net cost |

We will continue to post the latest news and actual surcharge announcements from our suppliers on our website at <http://www.steelking.com/steel/index.cfm>

We appreciate your continued support and understanding during this situation.