



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: December 3, 2004

Re: December Steel Surcharge Notification

The December steel surcharges have been announced. Similar to what has occurred in the past, adjustments in base pricing will offset the increase in the raw material surcharge, therefore allowing the transaction price and surcharges to remain the same as in November.

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

For orders shipping December 20 – January 16:

- a. SK3000 structural pallet rack, excluding step beams: \$0.0615/# net cost
- b. All other products \$0.09/# 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.