



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: April 8, 2004

Re: May Steel Surcharge Notification

GOOD NEWS!

The steel surcharges for the month of May have been announced, and they are lower! Please use the following:

| For orders shipping: | Surcharge per pound: |
|-----------------------------|------------------------------|
| Through 4/18/04 | \$0.0465 per pound, net cost |
| 4/19- 5/16 | \$0.060 per pound, net cost |
| 5/17-6/20 | \$0.034 per pound, net cost |

A copy of Nucor's surcharge announcement is posted on our website at:
<http://www.steelking.com/steel/Nucor04-05.pdf>

The "Not-as-good news": As expected, steel suppliers are increasing base prices for material to offset decreasing surcharges. Therefore the decrease in surcharges does not yet result in a decrease in total cost. Our new discount schedules address the base price increases. HOWEVER, it is much easier for all of us, from manufacturer to dealer to end user, to deal with *known* price changes than with *unknown* surcharges. Hopefully the steel market is headed in the right direction.

Thank you for your continued support and patience during in this crazy market.

Please refer often to <http://www.steelking.com/steel/index.cfm> for updated information. We are posting news on a daily basis.

Please contact your clients with this information as soon as possible