



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** November 17, 2008

**Re: November Steel Pricing Announcement**

Structural steel pricing has remained steady since our November 6, 2008 Special Pricing Announcement. Therefore, Steel King's surcharge on Structural products will remain unchanged.

**However, Coil, Sheet Metal and Tube pricing has begun to soften substantially. The result of this is that Steel King is reducing its surcharge on these products.**

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

**For orders shipping November 17 – December 14, 2008:**

- |  |                     |
|--|---------------------|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.2250/# net cost |
| b. SK2000 roll-formed pallet rack & step beams   | \$0.2342/# net cost |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                 |
| d. All Sheet Metal or Tube based Products  | \$0.2944/# net cost |

**For orders shipping December 15 – January 18, 2009:**

- |  |  |
|--|--|
| a. SK3000 structural pallet rack, excluding step beams;<br>I-Beam cantilever and Guard Dawg: | \$0.2250/# net cost (unchanged)        |
| b. SK2000 roll-formed pallet rack & step beams   | <b>\$0.1230/# net cost (decreased)</b> |
| c. SK3400 pallet flow rails & brakes (only)  | n/a                                    |
| d. All Sheet Metal or Tube based Products  | <b>\$0.1812/# net cost (decreased)</b> |

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