



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: October 20, 2004

Re: November Steel Surcharge Notification

The November steel surcharges have been announced. The surcharge on coil steel has decreased from \$0.105 to \$0.09 per pound.

The surcharge on structural steel increased by two cents per pound, while the base price decreased by the same amount, for no net change (see the latest vendor notice on our website). Last month the opposite scenario took place, and we held both prices and surcharges at the previous levels. We will again hold both prices and surcharges at the previous level on structural rack.

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

For orders shipping October 18 – November 15:

- a. SK3000 structural pallet rack, excluding step beams: \$0.0615/# net cost
- b. All other products \$0.105/# net cost

For orders shipping November 16 – December 19:

- 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.