



**To:** All Valued Steel King Customers

**From:** Jay Anderson, President

**Date:** August 23, 2004

**Re:** September Steel Surcharge Notification

The September Steel surcharges have been announced. The surcharge on structural material remained the same, while the roll form surcharge rose another \$0.0225.

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

**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 |

**For orders shipping September 20 – October 17:**

- |   |                     |
|---|---------------------|
| a. SK3000 structural pallet rack, excluding step beams: | \$0.0615/# net cost |
| b. All other products                                   | \$0.1125/# 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.