



To: All Valued Steel King Customers

From: Jay Anderson, President

Date: November 15, 2011

Re: November 2011 Steel Pricing Announcement

For orders which do not qualify for the new “locked” surcharge policy, the following terms apply.

The most recent structural steel pricing and surcharges have been announced. The Nucor Raw Material Surcharge (RMS) was reduced by \$30 per ton. However, the base price was increased by \$15 per ton. The net effect is that the transaction pricing will decrease by \$15 per ton. Therefore, Steel King’s surcharge on Structural products will also be reduced by the same amount.

More good news on the price of coil steel used in SK2000 roll-formed products, it has dropped another by \$0.056 per pound. Therefore, Steel King will decrease its surcharge by the same amount.

No change in pricing occurred on Sheet Metal and Tube products.

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

For orders shipping November 21 – December 18, 2011:

- | | |
|--|--------------------|
| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.080/# net cost |
| b. SK2000 roll-formed pallet rack & step beams | \$0.090/# net cost |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.000/# net cost |

For orders shipping December 19, 2011 – January 15, 2012:

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| a. SK3000 structural pallet rack, excluding step beams;
I-Beam cantilever and Guard Dawg: | \$0.0725/# net cost (Decreased) |
| b. SK2000 roll-formed pallet rack & step beams | \$0.0340/# net cost (Decreased) |
| c. SK3400 pallet flow rails & brakes (only) | n/a |
| d. All Sheet Metal or Tube based Products | \$0.0000/# net cost (No Change) |

We at Steel King recognize the challenges imposed upon all of us in steel products industries caused by these steel-producer imposed price changes. The pricing changes listed above are a complete pass-through without markup and can be verified from many independent sources.

In addition, we continue to post the latest news and actual surcharge announcements from our suppliers on our website at <http://www.steelking.com/pricing-documentation.html> . Please review this page for the latest announcements from our steel vendors.