

## FASTENAL'S OEM COMPETITIVE ADVANTAGE

Fastenal is an industry leader in fasteners, class "C" commodities and turn-key implementation of inventory management programs. With local service and daily delivery across the globe, we support thousands of customers' OEM manufacturing and inventory control needs. Here's a high-level look at Fastenal's value proposition:

- ♦ Global Reach, Local Service
- ♦ Inventory Control & Reduction
- ♦ Reduced Freight Costs
- ♦ Product Standardization
- ♦ Vendor Consolidation
- ♦ Contract Pricing
- ♦ Lean Solutions
- ♦ ISO 9001 Certified Quality Management
- ♦ Global Sourcing
- ♦ Manufacturing Support Around the Globe



Malaysia Test Cert # 1046.05  
Shanghai Test Cert # 1046.04  
Taiwan Test Cert # 1046.03  
Winona Test Cert # 1046.01  
Winona Calibration Cert # 1046.02  
HOLOKROME Test Cert # 1046.06

Not all testing listed is included on our A2LA Scopes of Accreditation. Please consult our Scopes directly for a full list of accredited services.



## FASTENAL'S INTERNATIONAL SHIP PROGRAM

Fastenal provides this solution for customers wishing to ship product to an international location with no need for store support services

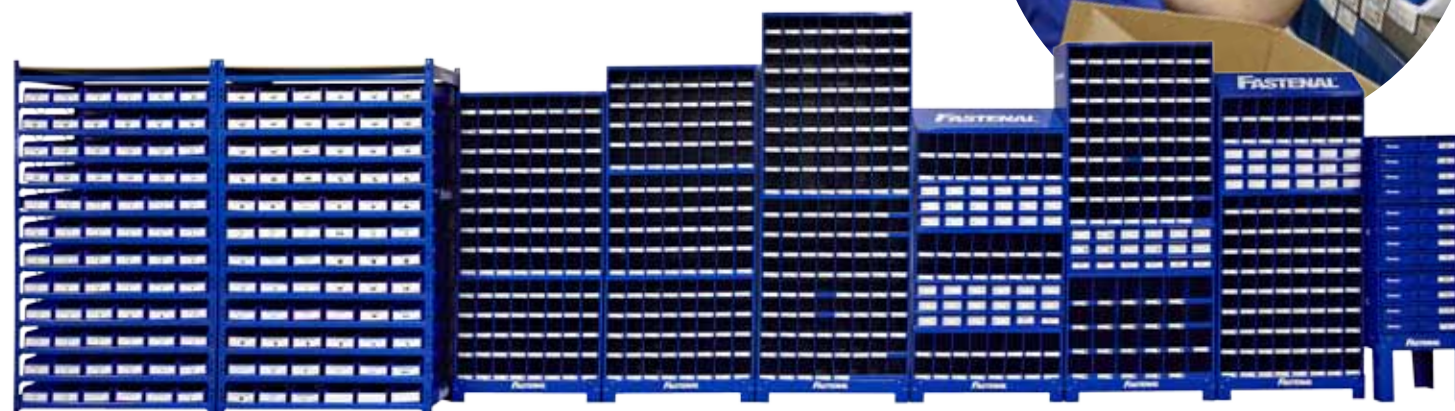
- ♦ One time or reoccurring basis
- ♦ Quick and easy order process
- ♦ Export Compliance requirements completed
- ♦ Duties, customs and taxes can be included in freight quote
- ♦ Convenient single point of contact for multiple locations
- ♦ Receive one freight quote regardless of the number of locations



## FASTENAL MANAGED INVENTORY (FMI)<sup>SM</sup>

Fastenal is a leader in Fastenal Managed Inventory (FMI) and currently manages tens of thousands of customer inventories across the globe.

Each FMI system is customized to meet our customer's specific inventory needs.



## FAST SOLUTIONS<sup>®</sup>

THE WORLD'S FASTEST GROWING INDUSTRIAL VENDING SYSTEM

Fastenal's industry-leading vending program gives customers around the world access to our MRO and safety product offering. Our full-service FAST Solutions program represents an extremely cost-effective way to control consumption of MRO and safety supplies, reduce inventory and increase productivity.

To learn how Fastenal can bring the benefits of vending solutions to your operations contact the appropriate Fastenal service team below.

### WANT TO LEARN MORE ABOUT OPPORTUNITIES IN YOUR REGION?

Email your local Fastenal service team:

salesbrazil@fastenal.com  
salescanada@fastenal.com  
saleschile@fastenal.com  
saleschina@fastenal.com  
salescolombia@fastenal.com  
salesczechrepublic@fastenal.com  
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FASTENAL INTERNATIONAL

Since our founding in 1967, Fastenal has always believed that great customer service begins with having people and products near the customers we serve. In recent years, this philosophy has led us to set up operations in hundreds of locations outside of the U.S. Our international facilities are strategically located to serve existing customers with global operations as well as the local customer base.

We have earned our customers' trust by developing strong partnerships based on providing quality parts and competitive pricing, while driving cost savings and continuous improvement. Through our strategic supply programs, you can depend on consistently excellent service – locally, nationally or globally – coordinated through a single, accountable point of contact.

As Fastenal grows with our customers and the world economy, we're continuing to expand our international presence and capabilities to support our customers' OEM manufacturing and inventory control needs. To support our customers' global operations, Fastenal has also set up operations in the Dominican Republic, Puerto Rico and Guam.

To learn more about how we can serve your needs most anywhere in the world, contact us at: [intldirectship@fastenal.com](mailto:intldirectship@fastenal.com).

FASTENAL LATIN AMERICA

**MEXICO**  
Supported by our distribution center in Apodaca, our nearly 60 Mexico store locations enable us to offer our products and services locally and nationally.

**BRAZIL**

With multiple locations in Brazil, Fastenal is well positioned to serve our customer base in Latin America's largest market. Our [Manufacturing facility](#) in Joinville enables us to provide custom part solutions for our many oil and gas industry customers operating in the region.

**PANAMA**

Fastenal currently has two locations in Panama offering a variety of OEM and industrial products to our customers in Central America and the Caribbean.

**COLOMBIA**

Located in Mosquera, Colombia, Fastenal Colombia S.A.S is strategically located to support key customers in a country that has been setting itself up for continued growth.

**CHILE**

Our location in Santiago, Chile is strategically situated to serve the large mining industry and support the growing industrial activity heavily concentrated in and around Santiago.

FASTENAL CANADA

Fastenal opened its first Canadian branch in 1994. Today we have over 200 branches throughout the country as well as two distribution centers, one in Ontario and another in Alberta, making Canada the largest non-U.S. component of Fastenal's business.

FASTENAL EUROPE

With 18 locations, Fastenal Europe provides service to customers throughout the European continent and beyond.

**UNITED KINGDOM**

Through our facilities in England, Scotland, Wales and Northern Ireland, we're able to service the entire United Kingdom as well as operations in the North Sea.

**GERMANY**

Our German facility in Teningen and our new location in Munich are strategically located to serve customers across Western Europe

**POLAND**

Our new location in Poland is strategically situated to support a region that has a great deal of growth potential.

**ITALY**

Fastenal has opened a facility in Florence, and a new, second facility in Rome to serve our customers in the industrial centers of Italy and the rest of Southern Europe.

**CENTRAL AND EASTERN EUROPE**  
(CZECH REPUBLIC, HUNGARY AND ROMANIA)

Customers in Central and Eastern Europe are serviced by Fastenal facilities in Modrice, Czech Republic; Szekesfehervar, Hungary; and Cluj, Romania. Our Czech Republic location features a high-quality [Manufacturing facility](#) that can respond to our European customers' needs for manufactured parts.

**THE NETHERLANDS**

Our Netherlands location near the Port of Rotterdam, Europe's largest harbor, services customers throughout Western Europe as well as Africa and the Middle East.

**SWEDEN**

As the host of many established multinational companies, Sweden has become an important location for Fastenal to support the growing needs of customers in the area.

FASTENAL ASIA

**CHINA**

To meet the fast-growing demand of our customers in China, Fastenal has set up corporate offices and distribution centers in Tianjin, Shanghai and Shenzhen, each dedicated to supporting branch operations within its region. We operate several branches in China and will continue to open locations to meet new business opportunities.

**INDIA**

The growing number of multinational companies and development of infrastructure makes Fastenal's presence very important to service our potential customers. As more industries move to India, we are strategically placed to service increasing needs.

**SINGAPORE**

Fastenal's first-ever location outside of North America is strategically situated in the city-state of Singapore, the busiest port city in the world. Singapore's central location and business-friendly economy allow us to provide fast, flexible service to customers in Indonesia, Vietnam, Cambodia, Laos, the Philippines, India and Australia.

**MALAYSIA**

Fastenal has five locations across Malaysia including a [Manufacturing facility](#) in Johor equipped with an A2LA-accredited lab. We are able to produce high-quality machined and threaded parts to promptly meet the needs of our customers in the region.

**THAILAND**

With its modern infrastructure and support of manufacturing industries, Thailand has been a location of choice for many multinational corporations. By opening a facility in Bangkok, Fastenal has positioned itself to service its customers in Thailand and in several Association of Southeast Asian Nations (ASEAN) countries.

FASTENAL AFRICA

**SOUTH AFRICA**

With growing infrastructure and a prominent auto and mining industry, Kempton Park, just outside of Johannesburg, is a prime first location in Africa as it is developing quickly with great opportunity for expansion.