

Fastenal Value Proposition for National Purchasing Partners Members

LOCAL AVAILABILITY & SERVICE / LOGISTICS

- **2,600+ Store Locations, 15 Distribution Centers** – stores minutes from most National Purchasing Partners Members locations
- **Company Owned Fleet** of 300+ big trucks, 80 sprinters, and nearly 5,500 local delivery vehicles
- **Immediate Access** to locally stocked products, including items stocked specifically for your business
- **A Level of Effort, Collaboration, and Accountability** that you just can't get out of a catalog

PRODUCTS

- **Millions of SKUs** spanning 19 product lines – significant vendor consolidation opportunity
- **5,000+ Approved Vendors** providing opportunities for brand for brand/equivalent brand conversions
- **More than \$550 Million** in in-stock inventory
- **MRO Industrial Supplies** and OEM fastener related product

PRICING

- **Wholesale Discount Structure** for all standard part numbered items
- **Special or Negotiated Pricing** available at your local store for high usage items or manufacturer opportunities
- **Sourcing on Special/Non-Catalog Items** available and strongly supported
- **View Product at** <http://www.fastenal.com/web/home.ex>

FEATURES / BENEFITS

- **24/7 Online Ordering** at www.fastenal.com
- **Detailed Usage/Accountability Reports** available for each National Purchasing Partners site
- **Emergency/After Hours Service** available at the local store level
- **Custom Manufactured Items** – from short-run specials to high-volume runs:
<http://www.fastenal.com/web/services.ex?action=CustManf>
- **Industrial Services** to complement products: Tool & Hoist Repair & Certification, Cutting Tool Regrind/Sharpening, Custom Chain Sling Fabrication & Inspection, Hose Fabrication, Cut-to- Length Metals/Raw Materials, Weld-to-Length Bandsaws
- **National Purchasing Partners has Dedicated Corporate Contacts** assigned specifically to the National Purchasing Partners / Fastenal relationship and each Member location has a local account management team
- **A2LA Accredited Calibration & Lab Testing** – Dimensional, mechanical and chemical analysis if Fastenal and customer products; calibration of testing/measuring equipment

VALUE ADDED SERVICES

- **Process Mapping** performed free of charge to identify, document, and sustain further cost savings and efficiencies – no obligation to the customer
- **Vendor Managed Inventory (VMI)/Keep Fill Program** offered free of charge as mutually agreed upon:
<http://www.fastenal.com/web/services.ex?action=MM>
- **Consignment Inventory Programs** for mutually agreed upon commodities and customer sites
- **Private Label Conversion Program** offering deeper savings on key product lines
- **FAST 5000 (Industrial Vending) Program** offered as mutually agreed upon:
<http://www.fastenal.com/web/services.ex?action=FAST5000>
- **Engineering and Design Support** <http://www.fastenal.com/web/services.ex?action=FEDS>
- **Annual High Moving SKU Analysis** to seek opportunities for manufacturer deviated/special pricing
- **Continuous Improvement Plan** that establishes and drives both corporate and site annual goals



AGRICULTURE



VENDING CAPABILITIES



NATIONWIDE CUSTOMER SERVICE

Many agriculture companies are already saving time and money through NPP. Registering is free and easy.

HOW TO REGISTER

- Go to www.mynpp.com.
- Click "Join Now".
- Select "Agriculture" from the dropdown menu.

Complete the registration form.

CUSTOMER SERVICES

800.810.3909

customerservice@mynpp.com

For more information about Fastenal's offering, or assistance in connecting with your local Fastenal representative, please contact:

nppmember@fastenal.com

We also offer exclusive brand product line alternatives to save you money!

Fasteners

Bolts
Screws
Sockets
Rod
Hardware
Set Screws
Nuts
Pins
Washers
Nails
Anchors

Riveting & Self-Clinching Products
Strut, Clamps, and Hangers
Retaining Rings & Clips
Weld Fasteners
Thread Repair
Security Fasteners

FNL®

Cutting Tools & Metalworking

Drill Bits
Reamers
Taps & Accessories
End Mills, Shell Mills, & Milling Cutters
Drill Bushings & Die Springs
Tooling Components
Countersinks & Center Drills

Collets, Chucks & Accessories
Annular Cutter Products
Band Saw Blades & Coil Stock
Inserts & Tool Bits
Router Bits

FMT

Material Handling, Storage & Packaging

Storage Equipment
Casters & Wheels
Material Moving
Tape
Ladders & Work
Accessing
Equipment
Packaging Products
Workbenches & Work

Tables
Leg Levelers, Vibration
Pads, Tube Ends, & Caps
Drum & Drum Handling
Equipment

EQUIPRITE

Tools & Equipment

Hand Tools
Power Tool
Accessories
Repair & Replacement
Parts
Precision Measuring
Tools
Air Tools &
Accessories
Corded Power Tools
Cordless Power Tools
Measuring, Leveling,
Testing, & Inspection

Clamping & Holding
Powder Actuated
Systems
Hand Tool Storage
Flashlights & Batteries
Landscaping Tools &
Outdoor Equipment
Power Equipment
Jobsite Preparation &
Coverings

ROCK RIVER

Fleet & Automotive

Air Line Products
Electrical Products
Towing & Cargo Control
Shop Equipment
Wheel End Products
Dock Equipment

Standard Replacement
Parts
Fleet Filters &
Accessories

**NORTHWAY
FLEET SUPPLIES**

Power Transmission & Motors

Chain & Sprockets
Belts, Pulleys &
Sheaves
Unmounted Bearings
Shims & Shim Stock
Mounted Bearings
Bushings
Collars, Couplings &
Components
Linear Motion

General Purpose
Motors
Grease Fitting Products
Grease Guns &
Accessories
HVAC Motors
Motor Accessories
Bearing Packers
Definite Purpose
Motors

Safety

Protective Garments
Hand Protection
Eye Protection
Fall Protection
Foot Protection
Head Protection
Respirators
Facility Identification
Spill Containment
First Aid and
Emergency Products
Matting
Hearing Protection
Confined Space
Equipment
Fire Protection

Safety Storage
Cabinets &
Containers
Traffic Control
Products
Locking & Tagging
Ergonomics
Hydration Products
Jobsite
Communications &
Security
Key Center
Components

**BodyGuard
SAFETY GEAR**

Hydraulics & Pneumatics

Fittings
Push-to-Connect
Fittings
Hose & Hose Products
Flow Control
Clamps & Collars
Pumps & Accessories

Flanges, Gaskets, &
Rings
Tubing
Actuators & Cylinders
Crimping Machines

DYNAFLO

Abrasives

Coated & Non-Woven
Abrasives
Brushes & Deburring
Products
Bonded Abrasives
Carbide Burr Products
Files
Abrasive Accessories

Sand Blasting
Equipment
Production Abrasives
Buffing & Polishing
Products

BLACKSTONE

Electrical

Conduit
Lighting
Electrical Tools
Plugs, Receptacles, &
Connectors
Electrical Wire &
Accessories
Terminals & Wire
Connectors

Cable Ties
Fuses & Breakers
Enclosures
Data, Voice & Video
Componentes
Industrial Controls
Power Cords

POWER PHASE

Plumbing

Fittings
Flanges, Gaskets &
Materials
Restroom & Plumbing
Fixtures
Vales & Valve
Accessories
Pipe Equipment
Pipe & Pipe
Accessories

Tubing
Push-to-Connect
Fittings
Hose & Hose Products
Drain Cleaning &
Accessories
Plumbing Pumps &
Equipment

PROFITTER

Metals, Materials & Fabrication Equipment

Bars
Sheet Stock Material
Extruded T-Slot &
Accessories
Fabrication Machinery
& Equipment
Precision Ground Flat
Stock
Wire Coils & Spools

Drill Rod
Tubes & Tubing
Balls
Industrial Flooring
Products
Angles
Folds
Blanks

Chemicals & Paints

Paints, Marking, &
Accessories
Lubricants,
Penetrants, &
Corrosion Inhibitors
Adhesives
Silicones, Caulks, &
Sealants
Automotive Application
Chemicals
Cleaners, Degreasers,
& Electrical Cleaners

Grease
Metalworking &
Welding Chemicals
Floor & Surface Care
Chemicals
Threadlocking
Chemicals
Repair Chemicals
Insect & Weed Killing
Chemicals
HVAC Chemicals
PVC Pipe Chemicals

Lifting & Rigging

Rigging Hooks &
Attachments
Eye Bolts & Eye Nuts
Slings & Accessories
Hoists, Lever Tools, &
Cable Pullers
Lifting Hooks &
Attachments
Cable
Chain
Cranes & Trolleys
Winches
Rope

Lifting Beams &
Clamps
Snaps
S-Hooks
Jacks
Magnetic & Pallet
Lifters
Festoon Kits
Pipe Lifters
Hitch Pins & Clips
Identification Tags

EQUIPRITE

Welding

Safety Clothing &
Equipment
Gas Apparatus
Welding Helmets & Eye
Protection
Welding Rods & Wire
Soldering Products

Consumables
Welding Tools &
Support Components
Welding Cable
Welding Machines

BLACKSTONE

Janitorial

Cleaning Products
Receptacles &
Liners
Cleaning Equipment
Wiping Products
Brooms, Brushes &
Dust Pans
Cleaning Hardware
Restroom Care

Mops & Mopping
Equipment
Foodservice
Disposables
Squeegees & Window
Cleaning Equipment

**Clean
Choice**

Office Products & Furniture

Office Supplies
Tables & Chairs
Desks & Accessories
Office Chairs
Filing Cabinets
Bookcases

Computer Stands
Mail Sorters
Coat Hooks & Racks
Moving Products

**ASPECT
OFFICE PRODUCTS**

HVAC

Air Treatment
Ventilation
HVAC Test Instruments
HVAC Controls
Heating Equipment

A/C & Refrigeration
HVAC Tools
Valves & Accessories

PROFITTER

**Look for these exclusive brands,
available only at Fastenal.**

GREEN AND SUPPLIER DIVERSITY SOLUTIONS AVAILABLE



Supplier Diversity
1st & 2nd Tier Programs



Forest Stewardship
Council
www.fsc.org



Green Seal
www.greenseal.org



Design for
the Environment
www.epa.gov/dfe



Leadership in Energy
and Environmental Design
www.usgbc.org



Environmentally
Preferable Product
(Certified & Non-Certified)



EcoLogo
www.ecologo.org



Carpet and Rug
Institute
www.carpet-rug.org



Sustainable Forestry
Initiative
www.sfi.org



Greenguard
Environmental Institute
www.greenguard.org