

CASE STUDY: ROUSH FENWAY RACING

FAST 5000SM

Real Customers, Real Results

It isn't just a machine; it's a full-service inventory control solution that's helping customers:

- Reduce consumption by controlling and tracking who uses what
- Improve productivity by providing 24/7 access to product at the point of use
- Automate ordering – the local Fastenal store receives an automated order when stock runs low, eliminating stock-outs and PO's
- Know what they need to know about every transaction – user-defined tracking options allow customers to track each transaction by group, job, cost center, and other meaningful criteria

About Roush Fenway Racing

Roush Fenway Racing (RFR) is NASCAR's largest team operating in both the Sprint Cup Series and Nationwide Series. RFR manufactures its own race cars from the chassis up with over 300 employees in three buildings on its Concord, N.C. campus. The team annually produces 85 to 100 cars throughout the 10-month NASCAR season.

Impact of Fastenal's FAST SolutionsSM at the RFR Campus

RFR is continually looking to improve productivity, inventory control, and consistency with vendors. The local Fastenal store has helped the team gain a competitive edge by using FAST Solutions vending technology to streamline the supply of safety, maintenance and metalworking products used to build cars in the shops.

In 2010, the first FAST 5000 machine was set up in the chassis shop, which also has a small machine shop in it. This machine has been configured to vend items such as drill bits and end mills. Within a year, two more machines were added in Finish Fab and Body Hanging, both stocked with metalworking supplies. Here's an overview of how the RFR vending program works:

- To access a product, an RFR technician approaches the nearest machine, scans his or her ID badge, and makes a selection. The system automatically captures and reports the details of the transaction – who, what and when.
- The Fastenal store monitors usage and inventory online, makes sure the machines are always filled with the right amount of product, and owns the inventory until it's dispensed, eliminating labor and inventory carrying costs for RFR.
- RFR management reviews live usage and inventory data online and receives automated reports detailing product usage by department and individual.

Key Business Results (as reported by Scott Bowen, RFR Purchasing Manager)

- Because each employee is now accountable for what he or she uses, consumption of items in the machine has been reduced by a minimum of 15%.
- Bowen estimates that the labor involved with managing and retrieving the inventory that's now stored in the machines has been reduced 20 to 25%. "Fastenal has taken on the burden of inventory management, and our guys spend far less time walking and waiting to get needed supplies."
- The reporting gives Bowen a much clearer picture of his operational expenses. "With this technology, we are able to track who uses it and the quantity. We know exactly where every dollar is going without having to lift a finger to generate that data."



"This system adds total efficiency because you don't have to manage it. It did so well in the chassis shop that the managers of our other buildings wanted one in their buildings too."

*- Scott Bowen, Purchasing Manager,
Roush Fenway Racing*

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Growth Through Customer Service