

VALUE PROPOSITION



SERVICES

- **24/7 Online Ordering** at www.fastenal.com
- **After Hours Service** available
- **Custom Manufactured Items** from short-run specials to high-volume runs
- **Industrial Services** available – Tool & Hoist Repair, Cutting Tool Re grind/Sharpening, Custom Chain Sling Fabrication & Inspection, Hose Fabrication, Cut-to-Length Metals/Raw Materials, and Weld-to-Length Bandsaws
- **Engineering & Design Support**
- **Emergency Response & Recovery** with mobile command centers, on-site trailer containers, and emergency-specific products



LOGISTICS

- **2,600+ Store Locations & 15 Distribution Centers** – stores minutes from your site
- **Nearly 5,500 Company Owned Logistic Vehicles**



PRODUCTS

- **1,000,000+ SKUs** spanning 20 product lines – significant vendor consolidation opportunity
- **5,000+ Approved Vendors** providing opportunities for brand to brand/equivalent brand conversions
- **\$550 Million+ in Inventory**
- **Contract Pricing Available**
- **Custom Stocking** at your local store for high-use items
- **Sourcing** on non-standard items

AMERICAN FENCE ASSOCIATION ACCOUNT FEATURES

- Full-line distributor with a local store and representative
- Net 30 Payment terms for American Fence Association Members
- Vendor Managed Inventory (VMI)/Keep Fill Program offered free of charge as mutually agreed upon
- National Account Manager provided as a Fastenal national contact
- Wholesale Discount Structure for all standard part numbered items.
- FAST 5000SM Vending Machine Program available where applicable
- Annual High Moving SKU Analysis to seek opportunities for manufacturer deviated/special pricing
- Continuous Improvement Plan for helping to establish best practices and or products
- Exclusive Brand Conversion Program offering deeper savings on key product lines
- Fastenal's payment terms are Net 30 from date of invoice. Any Fastenal customer determined to be beyond payment terms may be put on credit hold and selling suspended at Fastenal's discretion as a normal course of business practice. For additional information in regard to payment terms or questions, please contact afamember@fastenal.com.

Glenn Difurio

Fastenal National Accounts • P: 940-483-8642 • E: gdfurio@fastenal.com

FAST Solutions[®]

Fastenal Automated Supply Technology

**Reduce Consumption,
Inventory & Downtime**
with **24/7 access, usage tracking**
and **local restocking**



FAST 5000SM
With Optional Locker Unit



FAST 2000CTSM
18 Individual SKUs
300 Total Inventory Positions

FAST 4000CTSM
40 Individual SKUs
640 Total Inventory Positions

To schedule a **FREE on-site technology demonstration**, visit fastenal.com or
Call 877-265-8247



YOUR LOCAL SOURCE FOR MILLIONS OF PRODUCTS

Can't find it on our shelves? We can source and stock it for you.

Fasteners

Bolts
Set Screws
Sockets
Screws
Nuts
Washers
Pins
Nails
Retaining Rings & Clips
Security Fasteners
Anchors

Rod
Strut, Clamps, & Hangers
Thread Repair
Riveting & Self Clinching Products
Hardware
Work Resources



Chemicals & Paints

Adhesives
Cleaners, Degreasers, & Electrical Cleaners
Floor & Surface Care Chemicals
Repellants & Pest Control
Lubricants, Penetrants, & Corrosion Inhibitors
Grease Products
Paints, Marking, & Accessories

PVC Pipe Chemicals
HVAC Chemicals
Repair Chemicals
Silicones, Caulks, & Sealants
Threadlocking Chemicals



Janitorial

Cleaning Products
Cleaning Equipment
Wiping Products
Receptacles & Liners
Mops & Mopping Equipment
Brooms, Brushes, & Dust Pans

Squeegees & Window Cleaning Equipment
Cleaning Hardware
Food Service Disposables
Restroom Care



Power Transmission & Motors

Mounted Bearings
Unmounted Bearings
Bearing Components
Bearing Heaters & Accessories
Pullers & Accessories
Slide Hammers & Accessories
Linear Motion
Bushings
Drive Belts
Sheaves & Pulleys
Chain & Sprockets

Collars, Couplings & Components
Seals & Accessories
Grease Fitting Products
Grease Guns & Accessories
Shims & Shim Stock
HVAC Motors & Accessories
Motors
Motor Accessories



Raw Materials

Ball Stock
Bars
Angle Products
Foil Products
Precision Blanks & Raw Blanks
Sheet Stock Material

Wire Products
Tubes & Tubing
Extruded TSlot Bars & Accessories
Industrial Flooring Products
Trim & Seals

Mil-Spec

Tools & Equipment

Cordless Power Tools
Corded Power Tools
Power Tool Accessories
Hand Tools
Hand Tool Storage
Air Tools & Accessories
Powder Actuated Systems & Accessories
Power Equipment

Landscaping Tools & Outdoor Equipment
Clamping & Holding
Measuring, Leveling, Testing, & Inspection
Flashlights & Batteries
Jobsite Preparation & Coverings



Cutting Tools & Metalworking

Holemaking & Drilling
Turning Products
Milling Products
Threading & Tapping
Metalworking Fluid Products
Metalworking Chemicals
Band Saw Blades
Countersinks & Center Drills
Reamers
Broaches & Accessories
Tooling Components
Toolholding Systems

Metalworking Hand Tools
Precision Measuring Tools
Metalworking Machinery
Metalworking Machinery Accessories



Lifting & Rigging

Cable & Accessories
Chain & Accessories
Cranes, Trolleys, & Accessories
Eye Bolts & Eye Nuts
Festoon Kits & Accessories
Hoists, Lever Tools, & Cable Pullers
Jacks & Accessories
Lifters & Accessories

Lifting Beams & Clamps
Lifting Hardware
Lifting Hooks & Attachments
Rigging Hooks & Attachments
Rope & Rope Accessories
Slings & Accessories
Winches & Winch Accessories



Office Products & Furniture

Office Supplies
Partitions & Accessories
Filing Cabinets & Accessories
Mail Sorters & Accessories
Bookcases & Accessories
Computer Stands & Accessories

Desks & Accessories
Office Chairs & Accessories
Coat Hooks & Racks
Tables & Chairs
Podiums & PA Systems
Moving Products



Lighting

Ballasts & Accessories
Circuit Track & Accessories
Emergency Lighting & Accessories
Fixture Accessories
Fixtures
Lamps

Outdoor Lighting & Accessories
Recycling Kits
Sensors & Accessories
Work Lights & Accessories



Safety

Eye Protection
Head Protection
Hearing Protection
Respirators
Hand Protection
Protective Garments
Foot Protection
Ergonomics
Fall Protection
Confined Space Equipment
Locking & Tagging
Facility Identification
Matting

Spill Containment
Safety Storage Cabinets & Containers
Jobsite Communications & Security
Traffic Control Products
Fire Protection
First Aid & Emergency Products
Hydration Products
Law Enforcement & Secure Facility



Electrical

Power Cords
Enclosures
Plugs, Receptacles & Connectors
Terminals & Wire Connectors
Wire Management
Electrical Wire & Accessories

Industrial Controls
Fuses & Breakers
Conduit & Accessories
Electrical Tools
Data, Voice & Video Components
Solar Products



Plumbing

Pipe Fittings
Pipe & Pipe Accessories
Tubing & Accessories
Valves & Valve Accessories
Flanges, Gaskets & Materials
Pipe Equipment
Drains & Accessories
Drain Cleaning & Accessories
Plumbing Pumps & Equipment
Faucets & Faucet Repair Parts

Fountains, Sinks & Accessories
Shower Accessories
Toilets & Accessories
Water Heaters & Accessories
Restroom Hardware
Water Filters & Accessories
Hose & Hose Products
Water Treatment



Welding

Welding Helmets & Eye Protection
Safety Clothing & Equipment
Welding Chemicals
Welding Cable & Accessories
Welding Tools & Support Components

Welding Rods & Wire
Soldering Products
Consumables
Gas Apparatus
Welding & Cutting Machines



Material Handling, Storage & Packaging

Storage Equipment
Material Moving
Tool Crib Management
Systems & Accessories
Drums & Drum Handling Equipment
Ladders & Work Accessing Equipment
Levelers, Noise & Vibration Control

Casters & Wheels
Tape
Packaging Products
Workbenches, Work Tables & Accessories
Counters & Cabinet Systems



Abrasives

Diamond Abrasives
Bonded Abrasives
Coated & Non-Woven
Abrasives
Production Abrasives
Brushes & Deburring Products
Carbide Burr Products

Buffing & Polishing Products
Files
Sand Blasting Equipment & Accessories
Abrasive Accessories



Hydraulics & Pneumatics

Fittings
Hose & Hose Products
Tubing & Tubing Accessories
Clamps & Collars
Air Preparation
Pressure Gauges & Accessories
Valves & Accessories

Flanges, Gaskets, & Rings
Actuators & Cylinders
Crimping Machines & Accessories
Pumps & Accessories



Fleet & Automotive

DOT Fittings
DOT Hose & Tubing
Air Line Products
Fleet Electrical Products
Batteries & Accessories
Fleet Filters & Accessories
Driver & Vehicle Compliance Products
Towing & Cargo Control
Fleet Replacement Parts
Tire & Wheel End Products

Automotive Fasteners
Automotive Specialty Tools
Shop Equipment
Fluid Transfer Products
Automotive Chemicals
Dock & Trailer Equipment
Truck Boxes & Vehicle Racks



HVAC

Filters
A/C & Refrigeration
Air Treatment
Heating Equipment
Ventilation
HVAC Test Instruments

HVAC Tools
HVAC Controls
Valves & Accessories



HAVE SPECIFIC PRODUCT NEEDS?
LOOK FOR THESE ICONS WHILE YOU SHOP.



Fastenal Green Product (Certified or Non-Certified)



Supplier Diversity



TAA Compliant



Manufactured in the USA

Look for these exclusive brands, available only at Fastenal.