FASTENAL®









WSCA

Western States Contracting Alliance

Facilities Maintenance, Lighting Products, Industrial Supplies and Tools
In Response to RFP No. 1862 • October 20, 2010

WE ARE WHERE YOU ARE

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Ste. 300
Carson City, NV 89701

Jim Gibbons
Governor

Greg Smith
Administrator

The Nevada Division of Purchasing
Request for Proposal No. 1862
on behalf of the Western States Contracting Alliance (WSCA)
For

A MULTI-STATE CONTRACT FOR FACILITIES MAINTENANCE, LIGHTING PRODUCTS, INDUSTRIAL SUPPLIES AND TOOLS

Release Date: August 20, 2010
Deadline for Submission and Opening Date and Time:
October 7, 2010 @ 2:00 p.m.

For additional information, please contact:
Gail Burchett, Purchasing Officer
gburchet@purchasing.state.nv.us
(775) 684-0170
(TTY for the Deaf and Hard of Hearing: 1-800-326-6868.
Ask the relay agent to dial 1-775-684-0170/V.)

Contact Information

This document must be submitted in the "State Documents" section/tab of proposers' technical proposal

See Page 19, for instructions on submitting proposals.

Company Name **FASTENAL COMPANY**

Address 2001 Theurer Blvd City Winona State MN Zip 55987

Telephone (507)454-8339 Fax (507)494-6423

E-Mail Address: govsales@fastenal.com

Prices contained in this proposal are subject to acceptance within 90 calendar days.

Contact Person _____

Print Name & Title Cory Jansen, Executive Vice President

Approved 05/07/02
Revised 10/1/09

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Jim Gibbons
Governor

Greg Smith
Administrator

SUBJECT: Amendment No. 1 to Request for Proposal No. 1862

DATE OF AMENDMENT: September 2, 2010

DATE OF RFP RELEASE: August 20, 2010

DATE AND TIME OF OPENING: October 7, 2010 @ 2:00 p.m.

AGENCY CONTACT: Gail Burchett, Purchasing Officer

The following shall be a part of RFP No. ***1862*** for ***A Multi-State contract for Facilities Maintenance, Lighting Products, Industrial Supplies and Tools.*** If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

Pre-Proposal Conference/Meeting information and form below:

Grand Sierra Resort
Sierra Room, Mezzanine Level
2500 East Second Street
Reno, Nevada 89595

Meeting Date: September 8, 2010
Registration time: 1:00 p.m.
Meeting time: 2:00 p.m. to approximately 5:00 p.m.

ATTENDANCE FORM.doc

ALL ELSE REMAINS THE SAME FOR RFP 1862

Vendor shall sign and return this amendment with proposal submitted.

NAME OF VENDOR Fastenal Company

AUTHORIZED SIGNATURE

TITLE Executive VP DATE 9/3/2010

RFP 1862 Amendment #1

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal

150. Section 3.10.1.2: What level of support is required for this emergency number?

Due to the nature of the products requested on this RFP and the need for many of these products during an emergency situation, a contact person must be available 24/7. Emergency is defined as a natural disaster, manmade disaster etc. only.

151. Section 4.5: You state that a packing slip shall be included with each shipment and shall include, among other requirements, Unit Price and extension. This is not standard business practice. Is it acceptable to generate a separate invoice and deliver it electronically or by US mail?

The packing slip should include all the requested data is Section 4.5

152. There appear to be discrepancies between the Grainger part number, description and manufacturer part number on the market basket, specifically on the lamps and packing & shipping items. See examples below. Tab: Lamps, Ballasts, Fixtures. All the items coded lamps, the Grainger part number and description does not match the manufactures part number. Example: Grainger part 2F944 description is a 100w Metal Halide lamp but the manufactures part number is a 26watt biaxial florescent lamp. Tab: Fasteners. All items coded Packing & Shipping, the Grainger part number and description does not match the manufactures part number. Example: Grainger part 3AY60 description is a 1 ton ratchet puller but the manufactures part number is a roll of tape. Question: Should we use the Grainger part number or the Manufacturers part number as a basis for providing pricing?

The corrected excel spreadsheet is embedded at the end of this document.



WSCA 1862 Price Sheets Corrections Ic

ALL ELSE REMAINS THE SAME FOR RFP 1862

Vendor shall sign and return this amendment with proposal submitted.

NAME OF VENDOR *Fastenal Company*

AUTHORIZED SIGNATURE

TITLE Executive VP DATE 10/11/2010

RFP 1862 Amendment #2

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Suite 300
Carson City, NV 89701

Jim Gibbons
Governor

Greg Smith
Administrator

SUBJECT: Amendment No. 3 to Request for Proposal No. 1862

DATE OF AMENDMENT: October 7, 2010

DATE OF RFP RELEASE: August 20, 2010

DATE AND TIME OF OPENING: October 20, 2010 @ 2:00 p.m.

AGENCY CONTACT: Gail Burchett, Purchasing Officer

The following shall be a part of RFP No. ***1862*** for ***A Multi-State contract for Facilities Maintenance, Lighting Products, Industrial Supplies and Tools.*** If a vendor has already returned a proposal and any of the information provided below changes that proposal, please submit the changes along with this amendment. You need not re-submit an entire proposal prior to the opening date and time.

Section I:
The reference due date is changed to October 15, 2010 @ 5:00p.m.

Section II:
Per Amendment 2 for this RFP Section 3.5 E-Commerce and Web Catalog Capabilities shall be changed to a desirable requirement.

Section III:
The lamps and ballasts section of the pricing sheet has been revised. This revised pricing sheet shall replace the lamps and ballasts section of the pricing sheet released in amendment 2. See the attached document below.

Lamps and ballasts
spreadsheet only for

ALL ELSE REMAINS THE SAME FOR RFP 1862

Vendor shall sign and return this amendment with proposal submitted.

NAME OF VENDOR *Fastenal Company*

AUTHORIZED SIGNATURE

TITLE *Executive VP* DATE ***10/11/2010***

RFP 1862 Amendment #3

This document must be submitted in the "State Documents" section/tab of vendors' technical proposal

Attachment A
CONFIDENTIALITY OF PROPOSALS AND CERTIFICATION OF INDEMNIFICATION
PRIMARY PROPOSER

Submitted proposals, which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "confidential" **will not** be accepted by the State of Nevada. Pursuant to NRS §333.333, only specific parts of the proposal may be labeled a "trade secret" as defined in NRS §600A.030 (5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful proposers' technical and pricing proposals become public information. In accordance with the Submittal Instructions of this document, proposers are requested to submit confidential information in a separate envelope or binder marked "**confidential**."

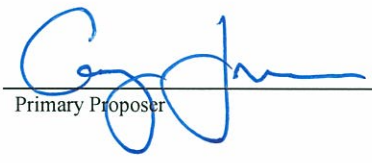
The State will not be responsible for any information contained within the proposal should proposers not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the proposer to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains either Confidential Information, Trade Secrets and/or Proprietary information as defined in Section 2 "ACRONYMS/DEFINITIONS."

YES _____

NO X

SIGNATURE  October 15, 2010
Primary Proposer Date

PRINT NAME Cory Jansen, Executive Vice President
Primary Proposer

Attachment B
CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP
PRIMARY PROPOSER

I have read, understand and agree to comply with the terms and conditions specified in this Request for Proposal.

Checking "YES" indicates acceptance of all terms and conditions, while checking "NO" denotes non-acceptance and proposer's exceptions should be detailed below. In order for any exceptions to be considered they **MUST** be documented.

YES _____ I agree. **NO X Exceptions below**:

SIGNATURE _____ October 15, 2010
Primary Proposer Date

PRINT NAME Cory Jansen, Executive Vice President
Primary Proposer

EXCEPTION SUMMARY FORM

RFP SECTION NUMBER	RFP PAGE NUMBER	Submittal PAGE NUMBER	EXCEPTION (PROVIDE A DETAILED EXPLANATION)
1.1	5	8	Please see attached Letter of Clarification
1.3	5	8	" "
1.6	6	9	" "
2	6-9	11 - 13	" "
3.2	9	17	" "
4.4.3	13	45	" "
4.5	13	46	" "
11.9	26	NA	" "
16 (Master)	16	NA	" "
17	38	NA	" "
35	41-42	NA	" "
38	42	NA	" "
Attachment BB	44	NA	" "

Attach additional sheets if necessary. Please use this format.

2001 Theurer Boulevard
Winona, MN 55987
www.fastenal.com

October 15th, 2010

Ms. Gail Burchett
State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Ste. 300
Carson City, NV 89701

Re: Letter of Clarification
Request for Proposal No. 1862

Dear Ms. Burchett:

Fastenal Company ("Fastenal") sincerely appreciates the opportunity to respond to the Western States Contracting Alliance's ("WSCA") request for proposal for facilities maintenance, lighting products, industrial supplies and tools. Fastenal has examined the needs of WSCA and its individual members very closely and we are ecstatic about the opportunity to share our proposal with you.

Naturally, there are a few terms within the request for proposal that Fastenal would like to clarify. We have itemized them for your convenience below and would appreciate your consideration of each as a condition of our acceptance of a bid award.

RESPONSE TO REQUEST FOR PROPOSAL

Section 1.1 Volume Discounts (Page 5 of RFP)

(1) Please amend the "Minimum Orders" subsection to read as follows:

"There shall be no minimum order on orders from Authorized Purchasers. However, some products may be subject to manufacturer's quantity packaging. Products ordered in quantities less than manufacturer's quantity packaging may be subject to additional shipping charges."

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Section 1.3 Administrative Fees (Page5 of RFP)

(1) Please amend to include subsection 1.3.4 to read as follows:

"1.3.4 All Authorized Purchasers shall state on the purchase order that it is made pursuant to the WSCA Master Service Agreement or their respective Participating Addendum. Any purchase order which does not state that it is made pursuant to the WSCA Master Service Agreement or respective Participating Addendum shall be assumed to be made outside of this agreement."

Section 1.6 Allowable Price Increases (Page 6 of RFP)

(1) Please amend this section to read as follows:

- Net prices and discounts off of wholesale price must be held firm for the first six months of the contract. Net prices and discounts off of wholesale price may be amended semi-annually thereafter. Proposer's wholesale price (as distinguished from the discount thereon) may be altered by Proposer from time to time in its ordinary course of business.
- Net price and discount off of whole price increases may be allowed after the first six months of the contract provided that the changes are mutually agreed upon by both WSCA and the contractor(s) and conclusive evidence of a need for the price increase is substantiated by various commodity indices, as detailed in Proposer's "Price Adjustment Indices" (See Exhibit #1.)

Section 2 Acronyms / Definitions (Page 6-9 of RFP)

(1) Please include the additional defined term:

"**In-Stock Products:** Products that are currently stocked at the servicing store location for any Authorized Purchaser"

(2) Please include the additional defined term:

"**Non-Stock Products:** Products that are not current stocked at the servicing store location for an Authorized Purchaser."

Section 3.2 F.O.B. Destination (Page 9 of RFP)

(1) Please amend this section to read as follows:

"Prices for all In-Stock Products associated with this contract are to be FOB Destination anywhere within the Participating States or geographic area offered.

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Prices for all Non-Stock Products associated with this contract are also to be FOB Destination anywhere within the Participating States or geographic area offered, with the exception of Alaska and Hawaii which may require an additional shipping charge. Any expedited or emergency deliveries requested by the Authorized Purchaser outside the Guaranteed Delivery Times for Non-Stock Products may require additional shipping charges."

Section 4.4.3 MSDS (Page 13 of RFP)

(1) Please amend this section to read as follows:

"Proposer shall make MSDS sheets available for all In-Stock and Non-Stock Products on its website or upon request at any store location."

Section 4.5 Shipping (Page 13 of RFP)

(1) We would like to modify this Section by removing the strike though phrases and adding the underlined phrases as follows:

All shipments are to be delivered directly to the purchasing department/division address. All shipments delivered by common carrier (i.e. UPS, Federal Express, etc.) shall include a packing label that includes at a minimum the following information on the outside of the package:

- Authorized Purchaser;
- Delivery Address;
- Purchasing entity and floor;
- Contact; and
- Telephone number

Shipments directly delivered by Proposer or shipments made available on 'will call' at Proposer store location will include on the outside of the package the Delivery Address, the Purchasing entity and floor and because the delivery is made direct to the Authorized Purchaser, the name, contact and telephone number of the Authorized Purchaser is not needed.

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A packing slip shall also be included with each shipment, which shall include at a minimum the following information in no particular order:

- Line item description;
- Date ordered;
- Quantity ordered;
- Quantity included in shipment;
- ~~Any backordered items~~;
- Unit Price and extension;
- ~~Number of Parcels~~
- Purchase Order Number;
- Purchasing entity name; and
- ~~F.O.B. Destination~~

Section 7.1 PRICING (Page 18 of the RFP)

(1) In section 7.1.1, because the categories as stated in Attachment I and the product mix reflected in the market basket may not accurately describe the categories as identified within Fastenal's Big Blue volume 10 catalog and the WSCA online catalog, the following clarification is provided:

The product categories identified within Fastenal's Big Blue volume 10 and the WSCA online catalog do not share the exact same nomenclature as Attachment I and the market basket categories. For example the WSCA category is "cleaning" and the Fastenal Big Blue volume 10 catalog/WSCA online catalog is "janitorial". Further the product mix within the market basket may include individual items that are classified within a different category in the Fastenal Big Blue volume 10 catalog / WSCA online catalog. Therefore the following discount structure is provided within exhibit #2 - Category Discounts to identify the discounts for categories within Fastenal's Big Blue volume 10 catalog and the WSCA online catalog.

Section 11.9 TERMS, CONDITIONS AND EXCEPTIONS (Page 26 of RFP)

(1) Proposer may provide a wide variety of goods and materials that are beyond our catalogue offering. These non-catalog items may be purchased from Proposer as Non-Standard Products and these purchases will be subject to "Fastenal Non-Standard Product Terms and Conditions" as contained in EXHIBIT #3.

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MODIFICATIONS TO THE MASTER SERVICE AGREEMENT

Section 16 DELIVERY. (Page 16 of RFP)

(1) Please modify this Section by removing the strike though phrases and adding the underlined phrases as follows:

The prices proposed shall be the delivered price to any Participating State, agency or political subdivision. All deliveries of In-Stock and Non-Stock products shall be F.O.B. destination with all transportation and handling charges paid by the Contractor, excluding Non-Standard Products. Delivery times will be based on the Guaranteed Delivery Time for In-Stock and Non-Stock Items set forth in the Contractor's Solicitation Proposal. Responsibility and liability for loss or damage shall remain with the Contractor until final inspection ~~and acceptance~~ at the point of destination, when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. Any portion of an order to be shipped without transportation charges that is back-ordered shall be shipped without charge.

Section 17 HAZARDOUS CHEMICAL INFORMATION. (page 38 of RFP)

(1) Please replace the language in Section 17 with the following language:

"Contractor shall make MSDS sheets available for all In-Stock and Non-Stock Products on its website or upon request at any store location."

Section 35. WARRANTIES. (page 41-42 of RFP)

(1) Please replace the current section in its entirety with the following Warranty:

"Contractor warrants that all products shall be free from any defects in material or workmanship and in conformity with Buyer's written specifications for a period of one year after delivery. Buyer shall inspect Products within a reasonable time (not to exceed 10 days) after receipt, and shall promptly notify Contractor of any claimed defect or nonconformity. Neither acceptance nor payment for products shall waive the right of inspection or the right to return defective or nonconforming

products where the nature, quantity or packaging of Products makes immediate inspection impracticable. Upon Contractor's receipt of written notice from the Buyer and as an exclusive remedy, Contractor shall promptly correct or replace, at Contractor's option, any defective or non-conforming products and the direct and necessary cost of such correction or replacement shall be borne by Contractor. Correction shall be made or replacement products shall be delivered by Contractor within the on-time period applicable to the original purchase order, unless prevented by conditions not subject to Contractor's control. This warranty will not be applicable in the event of the improper selection, misapplication or misuse of the product by Buyer and any liability from such events is disclaimed by Contractor. Fastenal makes no warranties to those defined as consumers in the Magnuson-Moss Warranty-Federal Trade Commission Improvement Act.

THE FOREGOING WARRANTIES ARE IN PLACE OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED AND SELLER EXPRESSLY DISCLAIMS ANY OTHER WARRANTIES, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

EVERY CLAIM UNDER THIS LIMITED WARRANTY SHALL BE DEEMED WAIVED UNLESS WRITTEN NOTICE IS GIVEN TO SELLER WITHIN SIXTY (60) DAYS AFTER THE DEFECT TO WHICH EACH CLAIM RELATES IS DISCOVERED, OR SHOULD HAVE BEEN DISCOVERED.

LIMITATION OF LIABILITY. ANY LIABILITY FOR CONSEQUENTIAL AND INCIDENTAL DAMAGES IS EXPRESSLY DISCLAIMED. CONTRACTOR'S LIABILITY IN ALL EVENTS IS LIMITED TO, AND SHALL NOT EXCEED THE PURCHASE PRICE PAID."

Section 38. POLITICAL SUBDIVISION PARTICIPATION. (Page 42 of RFP)

(1) Please insert the additional clause underlined below in this Section.

POLITICAL SUBDIVISION PARTICIPATION. Participation under this contract by political subdivisions (e.g., colleges, school districts, counties, cites, etc.,) of the Participating States shall be voluntarily determined by the political subdivision. The Contractor agrees to supply the political subdivisions based

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upon the same terms, conditions and prices. Each political subdivision will register with the Contactor to participate under this contract and any representative authorized to purchase on behalf of the participating political subdivision will be required to self-identify that purchases are under the contract.

Attachmentt BB - INSURANCE SCHEDULE

(1) Please delete the Professional Liability Insurance Section located on page 1 of 3;

(2) Under the General Requirements located on page 2 of 3 please amend the last sentence of subsection d, titled "Deductibles and Self-Insured Retentions" as follows:

"Any deductible or self-insured retention shall not exceed one million dollars ($1,000,000.00) per occurrence, unless otherwise approved."

If these clarifications are not acceptable or are deemed non-responsive, please contact me at (507) 313-7011 so that we may discuss alternative language or approaches to addressing these items.

Sincerely,

Cory Jansen
Executive Vice President

EXHIBIT # 1 - PRICE ADJUSTMENT INDICES

Fastenal has a dedicated economic team that is responsible for examining the global economy and financial markets daily. The team meets with management on a frequent basis to discuss how to best preserve value for our customers. The team examines the geopolitical and economic conditions in the global economy alongside a set of price indexes provided from third party sources such as the London Metal Exchange, Producer Price Index, and CRU. We use the indexes to map raw material price trends with our finished good cost to negotiate best pricing from our current vendors as well as to negotiate with prospective vendors, bringing our customers the best price. We pay close attention to not just prices, but what is causing those prices to change. That allows us to prepare for future price trends and protect customer pricing, providing as much stability as possible throughout the length of an agreement.

Through over a decade of research, Fastenal has identified approximately two dozen indexes that encompass the majority of the 700,000 we purchase and sell globally, including those purchased by WSCA.

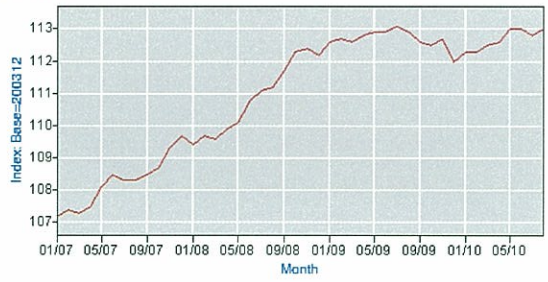
In terms of execution, Fastenal monitors the indices and supplier cost trends monthly, calculating percent changes using a base period, which is agreed upon between Fastenal and WSCA as either contract start date, first purchase date, or quote date. The base period is updated with each pricing adjustment. Based on agreement with Fastenal, there is a "% change" threshold that needs to be defined and must be reached in order for pricing to be adjusted upward or downward.

Speaking specifically about WSCA, the following is how we would apply price indices to determine rates of inflation for **lighting products**:

Producer Price Index Series ID: PCU3351--3351—
Producer Price Index Series Name: Electric lighting equipment mfg

Producer Price Index Industry Data

Series Id: PCU3351--3351--
Industry: Electric lighting equipment mfg
Product: Electric lighting equipment mfg
Base Date: 200312



Download: .xls

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2007	107.2	107.4	107.3	107.5	108.1	108.5	108.3	108.3	108.5	108.7	109.3	109.7	108.2
2008	109.4	109.7	109.6	109.9	110.1	110.8	111.1	111.2	111.7	112.3	112.4	112.2	110.9
2009	112.6	112.7	112.6	112.8	112.9	112.9	113.1	112.9	112.6	112.5	112.7	112.0	112.7
2010	112.3	112.3	112.5	112.6	113.0(P)	113.0(P)	112.8(P)	113.0(P)					

P : Preliminary. All indexes are subject to revision four months after original publication.

We will use the following formula to determine percentage change:
(CURRENT PERIOD – BASE PERIOD) / BASE PERIOD = % Change

Let us assume that our base period is January 2008 and our current period is January 2009.
JANUARY 2008 = 109.4, JANUARY 2009 = 112.6: (112.6 – 109.4) / 109.4 = 2.9%, according to a threshold of +/- 3%, WSCA would not see a price increase.

EXHIBIT # 2 - FASTENAL CATALOG DISCOUNTS

	Product Category	***Discount***
	Material Handling	23%
	Safety	23%
	Fasteners	55%
	Fleet and Automotive	23%
	Tools and Equipment	23%
	Plumbing, HVAC, Pumps	23%
	Electrical	23%
	Chemicals and paints	23%
	Janitorial	23%
	Hydraulics and Pneumatics	23%
	Welding	23%
	Abrasives	23%
	Cutting tools	23%
	Precision Measurement	23%
	Raw Materials	23%

EXHIBIT # 3 - Fastenal Non-Standard Product Terms and Conditions

Non-Standard Products

Fastenal will make available to Customer products that are not available through the Fastenal's current Catalog. These products are generally defined as a product that has not been assigned a standard part number in Fastenal's current Catalog or any products that are designed by or for a customer via a print for the Customer's specific use and Seller is required by the Customer to maintain larger quantities of the product than would normally be stocked by Fastenal. The parties will exercise good faith efforts to identify the goods that will be designated as Non-standard Products.

Pricing

The pricing applicable to any Non-Standard Products ordered and delivered to the Customer will be based on current market conditions, competitive factors, volume commitments, lead times for delivery and related requirements imposed by the Customer. Fastenal will exercise reasonable commercial efforts to help achieve optimal pricing for the Customer based upon these customer and market factors. In certain cases, Customer may be able to receive static negotiated pricing for Non-Standard Products, provided the Customer commits to ordering and purchasing certain volumes over a designated period of time.

Freight

Freight is FOB shipping point, prepaid and billed to the Customer, to locations within the Continental United States. Any shipments outside the Continental United States will be the responsibility of the Customer. Emergency deliveries and shipments of hazardous materials may incur additional charges or premium fees and special costs that will be the responsibility of the Customer and shall be paid by the Customer.

Warranty and Disclaimer

SELLER'S LIMITED WARRANTY DOES NOT APPLY TO NON-STANDARD PRODUCTS PURCHASED BY CUSTOMER. WARRANTIES PROVIDED BY THE MANUFACTURER OF THE NON-STANDARD PRODUCTS, IF ANY, WILL BE PASSED THROUGH TO THE CUSTOMER, TO THE EXTENT PROVIDE UNDER APPLICABLE LAW. SELLER'S STANDARD LIMITED WARRANTY DISCLAIMER AND LIMIATION OF LIABILITY PROVISION WILL APPLY TO NON-STANDARD PRODCUTS. Seller will reasonably assist the Customer with obtaining or verifying warranty information from the manufacturer concerning the Non-Standard Product and confirming application or extension of such warranties; however, Seller will not be responsible or obligated to enforce or honor any warranties extended by the manufacturer of the Non-Standard Products.

Returns and Cancellation of Order

Non-Standard Products ordered and delivered to the Customer are non-returnable and non-refundable, excluding non-conforming items. Non-Standard Products that have been ordered by the Customer and are non-cancelable by the manufacturer, Customer must accept and pay for the delivered quantities, excluding non-conforming items. If Customer requests to cancel a Non-Standard Product order prior to shipment or delivery, Seller will exercise reasonable commercial efforts to discontinue the production of the items by the manufacturer. However, Customer will be responsible for any restocking fee or costs imposed by the manufacturer related to the cancellation of the Non-Standard Product. In the event the Customer requests Seller to stock and maintain an inventory of certain quantities of Non-Standard Product for Customer, Customer agrees to purchase all remaining Non-Standard Products maintained by Seller in its inventory at the time the contract is terminated or within thirty (30) days after Customer discontinues use of the Non-Standard Product.

ACORD™

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 10/13/2010

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER

Winona Agency, Inc. abunke@winonaagency.com
174 Center Street
P. O. Box 919
Winona, MN 55987-0919

CONTACT NAME: CISR, Angela Bunke
PHONE (A/C, No, Ext): 507.453.6323 FAX (A/C, No): 507.474.4631
E-MAIL ADDRESS:
PRODUCER CUSTOMER ID #:

INSURED

Fastenal Company and all wholly owned subsidia
2001 Theurer Boulevard
P.O. Box 978
Winona, MN 55987

INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A :	Travelers Prop Cas Co of Ameri	25674
INSURER B :	Travelers Prop Cas of America	25674
INSURER C :	Travelers Indemnity of America	25666
INSURER D :		
INSURER E :		
INSURER F :		

COVERAGES **CERTIFICATE NUMBER:** 10-11 GL AL WC **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	**GENERAL LIABILITY** X COMMERCIAL GENERAL LIABILITY CLAIMS-MADE X OCCUR X Contractual GEN'L AGGREGATE LIMIT APPLIES PER: X POLICY PRO-JECT LOC			TC2JGLSA117D569ATIL10	01/01/2010	01/01/2011	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$ 1,000,000 $ 1,000,000 $ 5,000 $ 1,000,000 $ 2,000,000 $ 2,000,000
B	**AUTOMOBILE LIABILITY** X ANY AUTO X ALL OWNED AUTOS SCHEDULED AUTOS X HIRED AUTOS X NON-OWNED AUTOS			TC2JCAP117D5676TIL10	01/01/2010	01/01/2011	COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	$ 2,000,000 $ $ $
	UMBRELLA LIAB OCCUR **EXCESS LIAB** CLAIMS-MADE DEDUCTIBLE RETENTION $						EACH OCCURRENCE AGGREGATE	$ $
C	**WORKERS COMPENSATION AND EMPLOYERS' LIABILITY** Y / N ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? N / A **(Mandatory in NH)** If yes, describe under DESCRIPTION OF OPERATIONS below			TC2HUB117D558410	01/01/2010	01/01/2011	X WC STATU-TORY LIMITS OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	 $ 1,000,000 $ 1,000,000 $ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

State of Nevada is additional insured under General Liability and Auto.
Waiver of subrogation under General Liability in favor of State of Nevada.

CERTIFICATE HOLDER

State of Nevada
515 East Musser St Ste 300
Carson City, NV 89701

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Angela Bunke, CISR/ANGELA

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ACORD™

AGENCY CUSTOMER ID: _____

LOC #: _____

ADDITIONAL REMARKS SCHEDULE

AGENCY	NAMED INSURED
Winona Agency, Inc. abunke@winonaagency.com	Fastenal Company and all wholly owned subsidiaries P.O. Box 978 Winona, MN 55987
POLICY NUMBER	
CARRIER / NAIC CODE	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: 25 FORM TITLE: ACORD Certificate of Liability Insurance

Garage Liability

INSR LTR	ADD'L INSRD	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
					AUTO ONLY - EA ACCIDENT $
	ANY AUTO				OTHER THAN AUTO ONLY: EA ACC $
					AGG $

Automobile Liability

INSR LTR	ADD'L INSRD	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)
B				

Excess/Umbrella Liability

INSR LTR	ADD'L INSRD	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
					$

Other Liability

INSR LTR	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS

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STATE OF NEVADA SALES TAX PERMIT
DEPARTMENT OF TAXATION

NVLAS

Taxpayer ID: 1001844769-007
Correspondence ID: 1000004607516
Date: 01/04/2010

FASTENAL COMPANY
PO BOX 1206
WINONA MN 55987

THIS PERMIT:
IS NOT TRANSFERABLE TO ANY OTHER PERSON.
IS VOID IF ALTERED.
IS NOT ISSUED IN LIEU OF ANY LOCALLY REQUIRED BUSINESS LICENSE, PERMIT OR REGISTRATION.

Is authorized to collect Nevada sales tax at the following location if different from above.

Permit Location:
FASTENAL COMPANY
4220 E CRAIG RD STE 2 & 7
NORTH LAS VEGAS NV 89030-7522

MUST BE DISPLAYED IN PUBLIC VIEW AT PERMIT LOCATION

(Detach Here)

Attached is your Nevada Sales Tax Permit.

A single number, the TID (Taxpayer Identification Number), identifies a taxpayer for MOST tax types. Please use your TID and LOC (Location Number) on resale certificates, in correspondence or telephone calls to the Department.

Based on your estimated monthly taxable receipts as stated on the Nevada Business Registration Supplemental application, your filing frequency will be monthly.

As stated on the application, your business start date is 08/01/1994, making your first remittance due on or before 09/30/1994.

The Department of Taxation has forms, publications and information available via internet at ***http://tax.state.nv.us/***.

The Department of Taxation is providing businesses with the ability to view and manage their accounts via the internet through its interactive website, NevadaTax, located at ***http://nevadatax.nv.gov/***. Businesses can file tax returns, make payments, and view financials associated with their Sales and Use Tax account, Modified Business Tax account, and Business License account.

A business must first register and receive a username and password before NevadaTax will allow access to view and manage accounts. If you are already registered to use NevadaTax, this tax type will be added to your existing account.

Your business should use the following Pre-approved NevadaTax Activation Code when registering to use NevadaTax:
Pre-approved NevadaTax Activation Code: **2DFEF6F4-F72B-4EBC-9C96-E8436C39C5D8**.

The Nevada Sales Tax Permit has been issued pursuant to an application duly filed and payment of prescribed fees. This Sales Tax Permit is subject to the provisions of Nevada Revised Statutes 372, 374, and 377. This Sales Tax Permit shall be considered valid unless canceled, suspended or revoked for good cause in accordance with Title 32.

DISTRICT OFFICE LOCATION

MAIN OFFICE	LAS VEGAS OFFICE	HENDERSON OFFICE	RENO OFFICE	ELKO OFFICE
1550 College Parkway, Suite 115 Carson City, Nevada, 89706-7937 Phone: (775) 684-2000	Grant Sawyer Office Bldg, Suite 1300 555 E. Washington Avenue Las Vegas, Nevada, 89101 Phone: (702)486-2300	2550 Paseo Verde Parkway, Suite 180 Henderson, Nevada, 89074 Phone: (702)486-2300	4600 Kietzke Lane Building L, Suite 235 Reno, Nevada, 89502 Phone: (775)688-1295	1010 Ruby Vista Drive Suite 102 Elko, Nevada, 89801 Phone: (775) 753-1115

In the event of an address change, please notify the Department of Taxation immediately in order to direct any correspondence to your new address.

SECRETARY OF STATE

STATE OF NEVADA

CORPORATE QUALIFICATION

I, CHERYL A. LAU, Secretary of State of the State of Nevada, do hereby certify that **FASTENAL COMPANY** did on the **FIFTEENTH** day of **NOVEMBER, 1994,** file in this office a Statement to Transact Business in this State and is now on file and of record in the office of the Secretary of State of the State of Nevada; and further, that said Corporation is at the date of this Certificate duly qualified to exercise therein all the powers recited in its Charter or Articles of Incorporation, and to transact business in the State of Nevada in accordance with the laws governing Corporations in said State.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office in Carson City, Nevada, this FIFTEENTH day of NOVEMBER, 1994.

Secretary of State

By

Certification Clerk

PART II—OTHER INFORMATION

ITEM 1 – LEGAL PROCEEDINGS

In early February 2010, we received a letter from a California fastener supplier dated January 26, 2010. This letter threatened to sue us for our alleged violation of an exclusive distribution arrangement this supplier believes exists between our organizations. In addition, this supplier provided a press release and a video regarding the claim that they threatened to make public unless we agree to mediation of the claim. Shortly after receipt of this letter, we performed a preliminary internal review to understand (1) who this supplier was and (2) the nature of our relationship with this supplier. Based on that review, we determined that this supplier manufactures a niche type of fastener and that the total volume of purchases by us, from all suppliers, over the purported term of the alleged exclusivity arrangement of this niche type of fastener does not exceed $1 million. Following completion of our preliminary internal review, we requested additional information and documentation from the supplier. The supplier's response failed to provide the requested information and documentation. By letter dated February 26, 2010, we quantified for the supplier our total volume of purchases as discussed above and informed the supplier that we believed their claim was grossly exaggerated and completely unsupported. We have not received any direct response to our February 26 letter. On May 3, 2010, this supplier filed suit in Arkansas alleging damages. In response, we filed a motion to dismiss. It is too early to determine how this case will progress. Based on this information, we believe that the prospect that we will incur a material liability as a result of this claim is remote. While we are not required to disclose this matter under the rules of the SEC, we initially disclosed the existence of this threat in February 2010 as we believed that disclosure was prudent due to the alleged amount ($180 million) of the claim and the threat to make these allegations public.

In July of 2010, we received a letter from the Civil Division of the Department of Justice (the 'DOJ') advising that they intended to be ready to commence litigation against us regarding a contract we entered into with the United States General Services Administration (the 'GSA') in 2000. We discontinued the GSA contract in 2005. The letter is related to an audit conducted by the GSA Office of Inspector General (the 'OIG') in 2005-06 that suggested we had not complied with certain pricing and product requirement provisions, and had potentially overcharged government customers under the contract. We have communicated our disagreement with the audit report, and have participated in several meetings and discussions with the OIG and DOJ on these disputed issues during the past several years. A subpoena dated March 25, 2010 was sent to us from the DOJ seeking information about the Company's position concerning our compliance under the contract, and we provided responsive information to the DOJ in May of 2010. Discussions between the DOJ and Fastenal relating to our compliance with the pricing and product requirement provisions under the contract are ongoing. The DOJ has currently offered to resolve this matter for a payment by us of $9.5 million and we have offered $750,000, which amount we have accrued. The timing and outcome of these discussions are uncertain and could include settlement or civil litigation by the DOJ to recover, among other amounts, treble damages and penalties under the False Claims Act. While this matter is not expected to have a material adverse effect on our financial position, an unfavorable resolution could result in payments by the Company. We continue to believe that we have complied with our obligations under the GSA contract in all material respects.

ITEM 1A – RISK FACTORS

We are affected by risks specific to us as well as factors that affect all businesses operating in a global market. The significant factors known to us that could materially adversely affect our business, financial condition, or operating results are described in Item 2 of Part I above and in our most recently filed Annual Report on Form 10-K under *Certain Risks and Uncertainties* and *Item 1A – Risk Factors* . There has been no material change in those risk factors.

COMPANY BACKGROUND AND REFERENCES

5.1. PRIMARY PROPOSER INFORMATION

Proposers must provide a company profile. Information provided shall include:

5.1.1. Company ownership (sole proprietor, partnership, etc).

Fastenal is a corporation and a publicly traded company.

Incorporated companies must identify the state in which the company is incorporated and the date of incorporation. ***Please be advised****, pursuant to NRS §80.010, incorporated companies must register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded proposer, unless specifically exempted by NRS §80.015.*

Fastenal Company was incorporated in the State of Minnesota on 12/24/1968. Fastenal is registered with the State of Nevada as a Foreign Corporation.

Nevada Business ID: NV19941118598

5.1.1.1. The selected proposer, prior to doing business in the State of Nevada, must be appropriately licensed by the Department of Taxation, in accordance with NRS §360.780.

Fastenal has a State of Nevada Sales Tax Permit: #1001844769-007

Please see attached Fastenal Licenses

5.1.2. Disclosure of any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending which involves the proposer or in which the proposer has been judged guilty or liable. Officers of the corporation involved in any litigation?

Please see attached 10k Qtr. 2 report disclosure

5.1.3. Location(s) of the company offices and location of the office that will provide the services described in this RFP.

Please see attached Fastenal Company Store Locations.
Fastenal Company Corporate Headquarters:
2001 Theurer Blvd.
Winona, MN 55984






5.1.4. Number of employees both locally and nationally.

Fastenal has 11,552 employees nationally. In addition to the dedicated WSCA Contract Manager, WSCA Regional Account Specialists, and WSCA Service Center personnel, Fastenal currently has approximately 5,800 employees working within the 32 States represented that intend to participate with the WSCA Master Agreement. Of these 5,800 employees, 67% of them are in the role of Outside Sales or Inside Sales.

5.1.5. Location(s) from which employees will be assigned.

Fastenal is ready to support the WSCA Master Service Agreement with over 1,100 store locations, 6 Distribution Centers, and approximately 5,800 sales, sales support, and distribution personnel – all within WSCA Participating States. See Section 4.2 (Distribution Points) for an itemization of store locations, store personnel, and the total economic impact of our locations in each Participating State.

5.1.6. Name, address and telephone number along with their years of industry experience and years of employment with Proposer's organization for the following personnel that will be overseeing the entire WSCA Contract at the Management Level.

John Soderberg, Vice President Government Sales
2001 Theurer Blvd, Winona, MN 55987
507-453-7313
17 years of industry experience
17 years of employment at Fastenal

Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
2001 Theurer Blvd, Winona, MN 55987
507-453-8339
20 years of industry experience
11 years of employment at Fastenal

Ryan Ash, Director Government Sales – West
308 SE Taylor Avenue, Portland, OR 97214
310-741-8882
11 years of industry experience
11 years of Fastenal experience

Kevin Fitzgerald, Director Government Sales – East
1409 Air Rail Ave Virginia Beach, VA 23455 USA
757-679-9068
11 years of industry experience
11 years of employment at Fastenal






Kim Stanislawski, Director Contract Management
2001 Theurer Blvd, Winona, MN 55987
507-453-8357
5 years of industry experience
5 year of employment at Fastenal

WSCA Contract Manager – to be named after award

5.1.7. Company background/history and why proposer is qualified to provide the services described in this RFP.

Company Overview
Fastenal offers a unique value proposition for WSCA ordering entities – custom *local* inventory and service at more than 1,100 stores within Participating States, backed by the distribution, sourcing and e-commerce strength of a major national distributor. As a strong growth company with a rock-solid financial position, Fastenal aggressively invests in areas of our business that provide value to the customer. That includes a broad, deep product mix, a network of regional distribution centers and trucking routes, industry-leading inventory control solutions, a wide range of service offerings, a comprehensive corporate university, and most importantly, the largest industrial and construction store network staffed by the largest local sales force in the U.S. Below is a look at some key company offerings and information:

Business Established: 1967

Business Incorporated: December 24, 1968

NASDAQ Symbol: FAST

DUNS Rating: 5A1

Website: http://www.fastenal.com

Geographic Coverage: 2,400+ locations worldwide, spanning all 50 U.S. states, Canada, Mexico, Puerto Rico, Singapore, Malaysia, Great Britain, Scotland, Holland, China (multiple locations), Panama, and the Dominican Republic.

Distribution: 14 regional distribution centers and a company-owned fleet of more than 5,300 fleet vehicles, including semi trucks, straight trucks, sprinters and local delivery pickup trucks

Net Sales for 2009: $1.93 Billion

SKU Count: Approx. 976,000 SKUs sold in 2009 (millions of SKUs in our system)

Inventory Value: More than $525 Million








Product Lines

- Fasteners
- Tools & Equipment
- Safety
- Power Transmission & Motors
- Chemicals & Paints
- Plumbing, HVAC & Pumps
- Janitorial
- Material Handling, Storage & Packaging
- Hydraulics & Pneumatics
- Welding
- Metalworking & Cutting Tools
- Electrical
- Raw Materials & Machinery
- Abrasives
- Tooling Components & Precision Measuring
- Office Products & Furniture
- Fleet & Automotive

Customer Service

- Store inventory is based on usage/projected needs of local customers
- On-site, on-call service provided by dedicated Outside Sales Person
- Extensive employee training

Quality and Engineering

- ISO 9001:2008 registered
- Three A2LA accredited testing labs
- Failure analysis and design improvement services available
- Active in technical organizations such as ASME and ASTM

E-Commerce

- Online store at http://www.fastenal.com features Fast Order Pad, eQuotes, customizable workflow, order templates (a.k.a. personal lists), and ability to view contract pricing
- Custom product catalogs with pricing
- Integration via Ariba, SAP, Oracle, SciQuest and other leading providers








5.1.8. *Length of time proposer has been providing services described in this RFP to the **public and/or private sector**. Please provide a brief description.*

43 Years of "Growth Through Customer Service"
The Fastenal story began in November 1967 when company founder Bob Kierlin opened the very first Fastenal store in Winona, MN. The front counter was a salvaged wood door, the decor was "early Salvation Army," and the first month's sales totaled $157. Despite these humble beginnings, Kierlin had a clear strategy for Fastenal's success: provide the kind of service that keeps customers coming back. He later drilled his vision down to four simple words: *Growth Through Customer Service*.

We've been guided by that motto ever since. Through the years, Fastenal people have made extraordinary acts of customer service routine, steadily earning Fastenal's reputation as a reliable, "can do" supplier with local people who routinely go the extra mile to help customers achieve their goals.

Remarkable individual efforts are backed by a company-wide commitment to innovate new and better ways to serve our customers. We've built America's largest industrial and construction supply store network to provide customers with local service and immediate product availability. We created an in-house manufacturing division to quickly make unavailable parts available. We established the Fastenal School of Business to provide employees with the product knowledge and skills they need to provide solutions in the field. And we aggressively invest in our inventory and distribution systems in an effort to put more products closer to more of the customers who need them than any other industrial and construction supplies distributor in North America.

A lot has changed within our company over the past 40+ years. The old store with the wooden door for a front counter has been replaced by more than 2,300 stores with locally tailored inventories and modern merchandising. Our original delivery vehicle (a beat-up 1959 Cadillac Coupe de Ville) has been replaced by 5,000+ delivery vehicles, including hundreds of semi trailers, straight trucks, and sprinter vans, as well as our trademark white pickups. But one all-important thing hasn't changed, and that's our commitment to provide the kind of service that keeps customers coming back – something that's still best summed up with four simple words: *Growth Through Customer Service*.

5.1.9. *Has the proposer ever been engaged under contract by any Participating State?*
[X] Yes *[ ] No*

If "Yes," specify when, for what duties, and for which agency.








Fastenal's state-wide contracts in Participating States are identified below. Due to the number and variance in scope of all of Fastenal's contracts on the political subdivision level, only current contracts above a minimum value for fasteners or MRO are listed. Additionally, Fastenal has more than 60,000 accounts with political subdivision agencies nationwide of which the majority do not have contracts, but are purchasing spot buys, emergency or credit card.

Relevant State-wide Contracts:

State of Mississippi – State-wide (Industrial Supplies)
State of Nevada – DOT (Plow Bolts)
State of Ohio – State-wide (General Hardware: Tools, Plumbing, Electrical)
State of South Carolina – State-wide (MRO Supplies)
State of Delaware – State-wide (Fasteners / Hand and Power Tools)
State of Washington – State-wide (Fasteners)
State of Washington – Sound Transit
State of New Mexico – State-wide (Industrial Supplies)
State of Oklahoma – State-wide (MRO)
State of North Carolina – MRO
State of Idaho – DOT

Relevant Political Subdivision Contracts:

Clark County, NV (Fastener VMI)
City of Reno (NV) Public Works – Sewers and Streets (FAST industrial vending solution)
Port Of Seattle, WA
City of Portland, OR (MRO)
County of Volusia, FL
Flagler County, FL
Seminole County, FL – Water & Sewer Division
Solid Waste Authority of Palm Beach County, FL
School Board of Martin County, FL
City of Oklahoma City, OK (MRO)
City of Tulsa, OK (Fasteners)
University of West Virginia (MRO)
North Carolina State University (MRO)
Clay County, MO (Fasteners & Hardware)

5.1.10. *Is the proposer or any of the proposer's employees employed by a Participating States or any of its political subdivisions?*
[ ] Yes [X] No *If "Yes," is that employee planning to render services while on annual leave, compensatory time, sick leave, or on his own time?*






5.1.11. ***Financial information and documentation to be included in Part III of your response in accordance with the Submittal Instructions.***

5.1.11.1. *Dun and Bradstreet number*

04 265 3634

5.1.11.2. *Federal Tax Identification Number*

41-0948415

5.1.11.3. *The last two - (2) years and current year interim:*
Profit and Loss Statement
Balance Statement

Please see Part III Confidential Information.

5.1.12. *Is the proposer currently under litigation in any Participating State? If the answer is yes please briefly describe.*

No.

5.1.13. *Has the proposer been party to any litigation in the past? If the answer is yes please briefly describe.*

On October 18, 2007, a complaint was filed in the United States District Court for the Northern District of California against Fastenal Company on behalf of two former employees claiming to represent all employees employed in the store position of Assistant General Manager in the United States within three years prior to the filing date (four years for California employees). The suit alleges Fastenal misclassified its Assistant General Managers as exempt for purposes of the overtime provisions of the Fair Labor Standards Act (FLSA) and California and Pennsylvania state statutes. This suit also alleges that Assistant General Managers in California did not receive sufficient meal breaks and paid rest periods under the California Labor Code. An opt-in class has been certified for this action.

On August 29, 2008, Fastenal Company issued a press release announcing a preliminary agreement to settle the class action lawsuit noted above. While the Company denies the allegations underlying the lawsuit, it has agreed to enter into the settlement agreement in order to avoid significant legal fees, the uncertainty of a jury trial, distractions to Fastenal's operations, and other expenses and management time that would have to be devoted to protracted litigation. The settlement, which is still subject to court approval, fully resolves all claims brought by the plaintiffs in this lawsuit. Pursuant to the settlement, Fastenal will make a cash payment of $10 million to cover claims by eligible class members, plaintiff attorneys' fees and costs, and payments to the named plaintiffs. The expense for this settlement was recorded in the quarter ended September 30, 2008.








The company does not expect the settlement to have any material impact on its operating results going forward.

In July 2010, we received a letter from the Civil Division of the Department of Justice (the 'DOJ') advising that they intended to be ready to commence litigation against us regarding a contract we entered into with the United States General Services Administration (the 'GSA') in 2000. We discontinued the GSA contract in 2005. The letter is related to an audit conducted by the GSA Office of Inspector General (the 'OIG') in 2005-06 that suggested we had not complied with certain pricing and product requirement provisions, and had potentially overcharged government customers under the contract. We have communicated our disagreement with the audit report, and have participated in several meetings and discussions with the OIG and DOJ on these disputed issues during the past several years. A subpoena dated March 25, 2010 was sent to us from the DOJ seeking information about the Company's position concerning our compliance under the contract, and we provided responsive information to the DOJ in May 2010. Discussions between the DOJ and Fastenal relating to our compliance with the pricing and product requirement provisions under the contract are ongoing. As of June 30, 2010, the DOJ had offered to resolve this matter for a payment by us of $9.5 million and we had offered $750,000, which amount we had accrued. During the third quarter of 2010 we continued our discussions with the DOJ. The DOJ has currently offered to resolve this matter for $8.5 million and we have offered $2,750,000, which amount we have accrued as of September 30, 2010. The timing and outcome of these discussions are uncertain and could include settlement or civil litigation by the DOJ to recover, among other amounts, treble damages and penalties under the False Claims Act. While this matter is not expected to have a material adverse effect on our financial position, an unfavorable resolution could result in payments by the Company. We continue to believe that we have complied with our obligations under the GSA contract in all material respects.

In early February 2010, we received a letter from a California fastener supplier dated January 26, 2010. This letter threatened to sue us for our alleged violation of an exclusive distribution arrangement this supplier believes exists between our organizations. In addition, this supplier provided a press release and a video regarding the claim that they threatened to make public unless we agreed to mediation of the claim. Shortly after receipt of this letter, we performed a preliminary internal review to understand (1) who this supplier was and (2) the nature of our relationship with this supplier. Based on that review, we determined that this supplier manufactures a niche type of fastener and that the total volume of purchases by us, from all suppliers, over the purported term of the alleged exclusivity arrangement of this niche type of fastener does not exceed $1 million. Following completion of our preliminary internal review, we requested additional information and documentation from the supplier. The supplier's response failed to provide the requested information and documentation. By letter dated February 26, 2010, we quantified for the supplier our total volume of purchases as discussed above and informed the supplier that we believed their claim was grossly exaggerated and completely unsupported. We have not received any direct response to our February 26








letter. On May 3, 2010, this supplier filed suit in Arkansas alleging damages. In response, we filed a motion to dismiss. This motion to dismiss was denied on August 16, 2010. It is too early to determine how this case will progress. Based on this information, we believe that the prospect that we will incur a material liability as a result of this claim is remote. While we are not required to disclose this matter under the rules of the SEC, we initially disclosed the existence of this threat in February 2010 as we believed that disclosure was prudent due to the alleged amount ($180 million) of the claim and the threat to make these allegations public. In addition to the forgoing legal actions, Fastenal Company from time to time may be involved in various legal actions or proceeding that may involve products, employees, property, debtor or creditor issues, bankruptcy, contracts and related operational issues of the Company and certain investigative inquiries or audits by local, state or federal authorities; however, these actions or activities are not viewed as having a material impact on the Company's operations or its financial condition.

5.2. REFERENCES

Proposers shall provide a minimum of three (3) references from similar projects performed for private, state and/or large local government clients within the last three years. ***Proposers are required to submit Attachment D, Reference Form to the business references they list. The business references must submit the Reference Form directly to the Purchasing Division.*** *It is the proposer's responsibility to ensure that completed forms are received by the Purchasing Division on or before the proposal submission deadline for inclusion in the evaluation process. Business References not received, or not complete, may adversely affect the proposer's score in the evaluation process. The Purchasing Division may contact any or all business references for validation of information submitted.*

5.2.1. Client name;
5.2.2. Project description;
5.2.3. Project dates (starting and ending);
5.2.4. Staff assigned to reference engagement that will be designated for work per this RFP;
5.2.5. Client project manager name, telephone number, fax number and e-mail address.

5.2.1 U.S. Air Force - Beale AFB, CA
5.2.2 Project description: Contractor Operated Civil Engineer Supply Store
5.2.3 Project dates: October 2005 to present

5.2.4 Staff assigned to this reference that will be designated for work per this RFP includes:
John Soderberg, VP, Government Sales
Ryan Ash, Director Government Sales – West
Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
Kim Stanislawski, Director Contract Management
Donna Vetsch, Government Contract Administrator






Melissa Harris, Director Product Certifications & Compliance
John Ngugi, Supply Chain Diversity Manager & SBLO

5.2.5 Candy Dove
530-634-2607
Cand.dove@beale.af.mil

5.2.1 State of Indiana
5.2.2 Project description: Mandatory State-wide MRO contract
5.2.3 Project dates: August 2009 to present

5.2.4 Staff assigned to this reference that will be designated for work per this RFP includes:
John Soderberg, VP, Government Sales
Kevin Fitzgerald, Director Government Sales – East
Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
Kim Stanislawski, Director Contract Management
Donna Vetsch, Government Contract Administrator
Melissa Harris, Director Product Certifications & Compliance
John Ngugi, Supply Chain Diversity Manager & SBLO
Ginny Thompson, Sustainable Coordinator

5.2.5 Mike DuValle, Director INDOA Procurement
W: 317.232.3035
F: 317.232.7312
mduvalle@idoa.in.gov

5.2.1 **City Of Portland, OR**
5.2.2. Project description: MRO contract
5.2.3. Project dates: March 2006 to Present

5.2.4 Staff assigned to this reference that will be designated for work per this RFP includes:
John Soderberg, VP, Government Sales
Ryan Ash, Director Government Sales – West
Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
Kim Stanislawski, Director Contract Management
Donna Vetsch, Government Contract Administrator
Melissa Harris, Director Product Certifications & Compliance
Ginny Thompson, Sustainable Coordinator

5.2.5 Jim Van Nest, Strategic Sourcing Program Coordinator
503-823-5680
James.VanNest@portlandoregon.gov






5.2.1 City of Sacramento, CA

5.2.2. Project description: Vending Solutions Contract for MRO supplies

5.2.3. Project dates: February 2010 to Present

5.2.4 Staff assigned to this reference that will be designated for work per this RFP includes:
John Soderberg, VP, Government Sales
Ryan Ash, Director Government Sales – West
Sean Luigs, State Sales Specialist for CA
Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
Kim Stanislawski, Director Contract Management
Donna Vetsch, Government Contract Administrator

5.2.5. Tom Webber, Operations General Supervisor
916-808-4038
916-808-6385 - fax
twebber@cityofsacramento.org

5.2.1. State of Washington

5.2.2. Project description: Mandatory State-wide Fastener Contract with Cooperative Use features with political subdivision throughout WA and OR.

5.2.3. Project dates: October 2004 to Present

5.2.4 Staff assigned to this reference that will be designated for work per this RFP includes:
John Soderberg, V.P. Government Sales
Ryan Ash, Director Government Sales – West
Mark Dworsky, Government Sales Specialist
Donnalee Papenfuss, Executive Director Gov & Diversity Affairs
Kim Stanislawski, Director Contract Management
Donna Vetsch, Government Contract Administrator

5.2.5. David Scott, Contract Specialist Office of State Procurement
360-902-7416
david.scott@ga.wa.gov








Attachment A
CONFIDENTIALITY OF PROPOSALS AND CERTIFICATION OF INDEMNIFICATION
SUBCONTRACTOR

Submitted proposals, which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "confidential" **will not** be accepted by the State of Nevada. Pursuant to NRS §333.333, only specific parts of the proposal may be labeled a "trade secret" as defined in NRS §600A.030 (5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful proposers' technical and pricing proposals become public information. In accordance with the Submittal Instructions of this document, proposers are requested to submit confidential information in a separate envelope or binder marked "**confidential**."

The State will not be responsible for any information contained within the proposal should proposers not comply with the labeling and packaging submission requirements, proposal will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposal that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the proposer to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains either Confidential Information, Trade Secrets and/or Proprietary information as defined in Section 2 "ACRONYMS/DEFINITIONS."

YES _____

NO x

SIGNATURE Linda Habor _____ _____
Subcontractor Date

PRINT NAME _____
Subcontractor

This document must be submitted in the "State Documents" section/tab of proposers' technical proposal

Attachment B
CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP
SUBCONTRACTOR

I have read, understand and agree to comply with the terms and conditions specified in this Request for Proposal.

Checking "YES" indicates acceptance of all terms and conditions, while checking "NO" denotes non-acceptance and proposer's exceptions should be detailed below. In order for any exceptions to be considered they **MUST** be documented.

YES __x__ I agree. NO _____ Exceptions below:

SIGNATURE Linda Habor _____ _____
Primary Proposer Date

PRINT NAME _____
Primary Proposer

EXCEPTION SUMMARY FORM

RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (PROVIDE A DETAILED EXPLANATION)

Attach additional sheets if necessary. Please use this format.

This document must be submitted in the "State Documents" section/tab of proposers' technical proposal

Rechargeable Battery Recycling Corporation (Doing business as CALL2RECYCLE)
COMPANY PROFILE

5.1. PRIMARY PROPOSER INFORMATION

5.1.1. Company ownership (sole proprietor, partnership, etc).

5.1.1.1. Incorporated companies must identify the state in which the company is incorporated and the date of incorporation. **Please be advised**, pursuant to NRS §80.010, incorporated companies must register with the State of Nevada, Secretary of State's Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded proposer, unless specifically exempted by NRS §80.015.

Not for profit Organization - 501c4
Incorporated in the State of Delaware
Incorporation Date: March 1994

5.1.1.2. The selected proposer, prior to doing business in the State of Nevada, must be appropriately licensed by the Department of Taxation, in accordance with NRS §360.780.
NA – No recycling service locations in Nevada.

5.1.2. Disclosure of any alleged significant prior or ongoing contract failures, contract breaches, any civil or criminal litigation or investigation pending which involves the proposer or in which the proposer has been judged guilty or liable. Officers of the corporation involved in any litigation?

None

5.1.3. Location(s) of the company offices and location of the office that will provide the services described in this RFP.

1000 Parkwood Circle, 200
Atlanta, GA 30339

5.1.4. Number of employees both locally and nationally.

Nationally = 22

5.1.5. Location(s) from which employees will be assigned.

Home Office
Vista De Dons
Capistrano Beach, CA 92624

5.1.6. Name, address and telephone number along with their years of industry experience and years of employment with Proposer's organization for the following personnel that will be overseeing the entire WSCA Contract at the Management Level.

Sean Burchill
27571 Vista De Dons
Capistrano Beach, CA. 92624

5.1.7. Company background/history and why proposer is qualified to provide the services described in this RFP.

Call2Recycle®

Call2Recycle® is the only free rechargeable battery and cell phone collection program in North America. Since 1994, Call2Recycle has diverted more than 60 million pounds of rechargeable batteries from local landfills and established a network of 30,000 recycling drop-off locations. Advancing green business practices and environmental sustainability, Call2Recycle is the most active voice promoting eco-safe reclamation and recycling of rechargeable batteries and cell phones. Call2Recycle is operated by the non-profit Rechargeable Battery Recycling Corporation (RBRC).

5.1.8. Length of time proposer has been providing services described in this RFP to the **public and/or private sector**. Please provide a brief description.

1995

Many federal, state and provincial regulations, including the Battery Act, govern the proper disposal of rechargeable batteries and cell phones. Call2Recycle® helps companies, like yours, show their commitment to the environment, comply with regulations, as well as fulfill recycling requirements for marketing products in the U.S. and Canada.

Funded by battery and product manufacturers across the globe committed to environmentally-sound recycling of rechargeable batteries - called licensees or

stewards - Call2Recycle operates a collection program for Nickel Cadmium (Ni-Cd), Nickel Metal Hydride (Ni-MH), Lithium Ion (Li-Ion), Nickel Zinc (Ni-Zn) and Small Sealed Lead (SSLA/Pb) rechargeable batteries*.

5.1.9. Has the proposer ever been engaged under contract by any Participating State?
[ ] Yes [X] No If "Yes," specify when, for what duties, and for which agency.

5.1.10. Is the proposer or any of the proposer's employees employed by a Participating States or any of its political subdivisions?

[ ] Yes [X] No If "Yes," is that employee planning to render services while on annual leave, compensatory time, sick leave, or on his own time?

5.1.11. **Financial information and documentation to be included in Part III of your response in accordance with the Submittal Instructions.**

5.1.11.1. Dun and Bradstreet number - **867231110**

5.1.11.2. Federal Tax Identification Number– **54-1714316**

5.1.11.3. The last two - (2) years and current year interim: **Attached**

Profit and Loss Statement

Balance Statement

5.1.12. Is the proposer currently under litigation in any Participating State? If the answer is yes please briefly describe. **No**

5.1.13. Has the proposer been party to any litigation in the past? If the answer is yes please briefly describe. **No**

5.2. REFERENCES

Proposers shall provide a minimum of three (3) references from similar projects performed for private, state and/or large local government clients within the last three years. **Proposers are required to submit Attachment D, Reference Form to the business references they list. The business references must submit the Reference Form directly to the Purchasing Division.** It is the proposer's responsibility to ensure that completed forms are received by the Purchasing Division on or before the proposal submission deadline for inclusion in the evaluation process. Business References not received, or not complete, may adversely affect the proposer's score in the evaluation process. The Purchasing Division may contact any or all business references for validation of information submitted.

5.2.1. Client name;

5.2.2. Project description;

5.2.3. Project dates (starting and ending);

5.2.4. Staff assigned to reference engagement that will be designated for work per this RFP;

5.2.5. Client project manager name, telephone number, fax number and e-mail address.

1. **Del Norte County Solid Waste Authority**

   Providing battery and cell phone recycling to the Del Norte County Solid Waste Authority.

   March 2009 – Ongoing
   Sean Burchill
   Tedd Ward
   840 9th Street STE 11
   Crescent City, CA. 95531 - 3899
   707 464 – 7230
   Tedd Ward [tedd@recycledelnorte.ca.gov]

2. **Best Buy**

   Service provided: Rechargeable battery and cell phone collection and recycling

   Project dates: 10/2000 – present

   C2R staff: Rich Lockhart, Account Manager

   Contact: Cassandra Palmer, 612-219-3287, cassandra.palmer@bestbuy.com

3. **RadioShack**

   Service provided: Rechargeable battery and cell phone collection and recycling

   Project dates: 11/1999 – present

   C2R staff: Rich Lockhart, Account Manager

   Contact: Jimmie Brock, 817-415-3363, jimmie.brock@radioshack.com

Attachment A
CONFIDENTIALITY OF PROPOSALS AND CERTIFICATION OF INDEMNIFICATION
SUBCONTRACTOR

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By signing below, I understand it is my responsibility as the proposer to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains either Confidential Information, Trade Secrets and/or Proprietary information as defined in Section 2 "ACRONYMS/DEFINITIONS."

YES

NO X

SIGNATURE  9-29-10
Subcontractor Date

PRINT NAME Amy Paikowski
Subcontractor

This document must be submitted in the "State Documents" section/tab of proposers' technical proposal

Attachment B
CERTIFICATION OF COMPLIANCE WITH TERMS AND CONDITIONS OF RFP
SUBCONTRACTOR

I have read, understand and agree to comply with the terms and conditions specified in this Request for Proposal.

Checking "YES" indicates acceptance of all terms and conditions, while checking "NO" denotes non-acceptance and proposer's exceptions should be detailed below. In order for any exceptions to be considered they **MUST** be documented.

YES X_____ I agree. NO _____ Exceptions below:



SIGNATURE _____ 9-29-10_____
Primary Proposer Date

PRINT NAME Amy Paikowski_____
Primary Proposer

EXCEPTION SUMMARY FORM

RFP SECTION NUMBER	RFP PAGE NUMBER	EXCEPTION (PROVIDE A DETAILED EXPLANATION)

Attach additional sheets if necessary. Please use this format.

5. Company Background and References

5.1.1.1. Primary Proposer's Information

Veolia ES Technical Solutions, L.L.C.

Date of Incorporation: State of Delaware 03/24/99 Corporation

5.1.1.2 Appropriately licensed by the Dept. of Taxation

The main recycling facility that will be utilized for this bid is located in Phoenix, AZ. This facility is properly permitted and licensed in the state of Arizona. For the state of Nevada, Veolia Electronics Recycling Division has the contract for recycling lamps for the state of Nevada. However, since Veolia is not located in the State of Nevada we do not have a tax license or registration. There is no income tax or sales and use tax required for recycling. A business license is not required since we do not have an office or employees in Nevada.

5.1.2 Disclosure of any alleged contract failures. None
Is the Proposer under litigation in any participating states? No.
Has the Proposer been under litigation in the past? No.

5.1.3 Locations of company offices and office that will provide services for this RFP.

Corporate Office:

Veolia ES Technical Solutions, L.L.C.
Electronics Recycling
1275 Mineral Springs Drive,
Port Washington, WI 53074
Telephone: (262) 243-8900
Fax: (262) 284-3775

Branch Offices:

Veolia ES Technical Solutions, L.L.C. Main facility for utilization of the contract
Electronics Recycling
5736 W. Jefferson Street,
Phoenix, AZ 85043
Telephone: (602) 233-2955
Fax: (602) 415-3030

Veolia ES Technical Solutions, L.L.C.
Electronics Recycling
218 Canton Street,

Stoughton, MA 02072
Telephone: (781) 341-6080
Fax: (781) 341-6088

Veolia ES Technical Solutions, L.L.C.
Electronics Recycling
342 Marpan Lane,
Tallahassee, FL 32305
Telephone: (866) 877-8299,
Fax: (850) 878-3349

5.1.4. Number of employees locally and nationally.

Veolia Environnment is a worldwide company with 320,000+ Employees, and operations in 68 Countries. Veolia Environment North America has 270+ Facility and Service Locations with over 11,200 employees. Veolia ES Technical Solutions, L.L.C. has over 50 locations and 1,700+ employees.

5.1.5. Locations from which employees will be assigned.

Employees assigned to the contract will be located at our facilities in Phoenix, Arizona, and Port Washington, WI.

5.1.6.
Name, address telephone number years in industry, and years employed with Veolia.

Amy Paikowski
Account Manager, Electronics Recycling
Veolia ES Technical Solutions, L.L.C.
1275 Mineral Springs Drive
Port Washington, WI 53074
Tel: (920) 960-6095
16 years of industry experience 16 years with Veolia

Holli Bechard
Southwest Regional Account Manager
Electronics Recycling
Veolia ES Technical Solutions, L.L.C.
5736 W. Jefferson Street
Phoenix, AZ85043
Cell: (909) 728-8207
21 years of industry experience 12 years with Veolia

James Harrison
Operations Manager
Veolia ES Technical Solutions, L.L.C.
5736 W. Jefferson Street

Phoenix, AZ 85043
800-368-9095
21 years of industry experience and 2 years with Veolia

5.1.7. Company background why proposer is qualified to provide services.

Veolia Environnment (VE) operates the environmental services business, with operations in 68 countries. VE provides environmental management services, including water treatment and system operation, waste management, energy services and power generation, and transportation services, to a wide range of public authorities, and industrial, commercial and residential customers. Veolia Environnment serves several billion customers throughout the world. The Electronic Recycling Branch of Veolia ES Technical Solutions, L.L.C. dates back to 1983, when our founding company was formed. Purchased by Veolia Environment in July 1999, VES-TS is a wholly owned subsidiary of Veolia Environmental Services North America (VESNA). The electronics recycling branch is managed through Veolia ES Technical Solutions, L.L.C. and began recycling electronic waste in 1992.

Veolia ES believes we are uniquely positioned to provide our services for lamp, ballast and mercury containing materials and residuals (waste materials) recycling services for WSCA. We believe the facilities and management activities presented in our proposal represent strongly permitted facilities with extensive environmental management experience. We believe our management of the waste will reduce WSCA's long-term liability. Our financial strength and insurance coverage provides the WSCA with additional security.

5.1.8. Length of time providing services to the public and private sector.

Veolia has been providing lamp and ballast recycling for our customers since 1993. Since then we have had several state contracts that have been renewed multiple times. Since 1993, we have provided recycling services for numerous fortune 50 and 500 customers on a nationwide basis. Some examples of current contracts Veolia holds, and the services provided under the contract are:

Under the State of Minnesota contract, Veolia ES provides transportation and recycling services for lamps, mercury-containing devices, and PCB ballasts. Veolia ES has re-bid and renewed this contract over the past eleven (11) years. Under the contract, Minnesota State owned and operated agencies utilize the contract and the contract is also open to county and city government offices. Through our customer service department, Veolia ES provides a point of contact for the State Agencies to answer questions concerning the contract including pricing, state regulations, placing an order and supplies available. The Veolia ES Transportation Division schedules the pickup of material. Once the material is received at facilities and processed a certificate of recycling is generated along with an invoice. Veolia ES services over 150 agencies within the State of Minnesota with annual revenue exceeding $150,000. Veolia ES also has a separate hazardous waste contract with the State of Minnesota.

Under the State of Wisconsin contract, Veolia ES provides transportation and recycling services for lamps, mercury-containing devices, and PCB ballasts. Veolia ES has renewed this contract since 2004. Under the contract, the State of Wisconsin in Madison, along with the other four year universities in the system and two year extension participate in the contract, along with all other State run agencies.

The Indiana Solid Waste District contract was awarded in 2002. Under this contract Veolia ES provides mercury retort services for mercury devices, debris, compounds and solutions; recycling of lamps; and batteries. The Solid Waste Districts receives wastes from internal generators and also from the general public. Upon request, Veolia ES provides pickup of material from the Solid Waste Facilities utilizing Veolia ES's Hazardous Waste licensed vehicles. Material is delivered to the Veolia ES Port Washington Wisconsin Facility for recycling and a certificate of reclamation is issued. Indiana has over 65 Solid Waste Districts.

In addition, Veolia has provided 3 references of similar clients we service throughout the SW United States. The longevity of the contracts we maintain shows the strength of our Customer Service, and the ability of our transportation and processing facilities to meet and exceed our customer's needs. Our record keeping and waste tracking program allows Veolia to provide our customers with detailed reports in a timely fashion.

5.1.9 Has Proposer ever been engaged under contract by any participating state? Yes – Nevada, Minnesota

5.1.10. Employment of Employees by Participating States – No

5.1.11.

5.1.11.1	D&B Number 08-218-4156
5.1.11.2	Federal Tax Payer ID 36-4287998
5.1.11.3	See attached 2009 audited financial statement

5.2. References

Dave Roddricks at Kent Electric 909-829-7966

11631 Industry Avenue Fontana, CA 92377

david.kent@direcway.com

Power distribution Equipment and Universal Waste – Current Customer

Bob Dumas at Infinity Environmental 951-897-1552

387 Magnolia Ave Corona, CA 92879

bob_infinityenv@yahoo.com

Power Distribution Equipment and Universal Waste – Current Customer

Tracy Smith at H2O Environmental 702-396-4148

4035 Flossmoor Street

Las Vegas, NV 89115

tsmith@h20environmental.com

Power Distribution Equipment, Universal Waste – Current Customer

Government Sales
FASTENAL®
www.fastenal.com

October 15th, 2010

State of Nevada
Department of Administration
Purchasing Division
515 E. Musser Street, Ste. 300
Carson City, NV 89701

Re: RFP No. 1862
Multi-State Contract for Facilities Maintenance, lighting Products, Industrial Supplies and Tools

Dear Ms. Burchett:

Enclosed for your consideration is the Fastenal Company's offer on above referenced RFP. I trust you will conclude the company has presented a compelling offer with highly competitive pricing on the market basket and aggressive discounts on the catalog items.

I would like to personally extend my commitment to the successful implementation and growth of the WSCA Master Service Agreement.

Respectfully:

Will Oberton
Chief Executive Officer

FASTENAL®



Part I: Technical Proposal in Response to RFP No.1862

SUSTAINABLE FORESTRY INITIATIVE
Certified Fiber Sourcing
www.sfiprogram.org
FSC
SGS-COC-006297
All materials printed in-house by the
Fastenal Print Shop

Executive Summary

The WSCA Selection Committee is tasked with crafting the next generation of the WSCA facilities maintenance, lighting, industrial supplies and tools contract by selecting the most meritorious offers that propose the most desirable solutions for the Participating States. Fastenal's challenge is to successfully prove that we offer unique capabilities that will enhance the WSCA Master Service Agreement by creating solutions that are unavailable with the incumbent and superior to other proposers. Through our proposal we seek to demonstrate to the WSCA Selection Committee that an award to Fastenal is in the best interest of the Participating States, and that our selection will usher in a new era of *strategic* supply.

At the heart of what differentiates Fastenal from the competition is the concept of a strategic versus transactional supplier. What does it mean to be a strategic supplier? The answer is best approached by first describing what it means to be a transactional supplier. Transactional suppliers seek to manage the efficiencies of transactions – the number of purchase orders filled, the number of products available for shipment, the number of days from order to delivery, etc. The strategic supplier, by contrast, manages the supply chain with the goal of maximizing the customer's opportunity for cost savings and reducing total cost of ownership and acquisition. Much of this value is predicated on having a local presence, with tailored local inventory to anticipate demand along with local personnel to proactively present and support cost-saving ideas.

Specifically, the strategic supplier is willing to stock more product locally in order to decrease their customers' inventory investment. That includes investing in non-standard inventory required by a customer and stocking it locally to make critical items available the same day they are needed. The strategic supplier is also compelled to innovate solutions such as vendor managed inventory programs and automated point-of-use technologies which eliminate excess inventory, paperwork and wasteful consumption.

On the surface, the model of the strategic supplier is counter-intuitive – why would a supplier shift the burden (and costs) from the customer's operation to their own? The answer is simple: customer loyalty. There are plenty of transactional suppliers, and admittedly some very good ones, but a strategic supplier is difficult to find – and even more difficult to replace.

Fastenal has built the company from humble beginnings 40+ years ago through a motto of *Growth Through Customer Service* and a hunger to identify new products and services that add value to existing customer relationships. This hunger for more opportunities to serve customers is what drove the company to open more than 2,300 locations in the United States and expand the product offering from fasteners to a full line of industrial supplies, resulting in Fastenal becoming the fastest growing industrial supply distributor in the nation.








As you read the following proposal, keep an eye out for the "sign posts" of the strategic supplier. When you read about our store locations, remember that they were not opened as part of a national merchandising model, following a "big box" retailer blueprint. Rather, they are the natural evolution of Fastenal's organic growth – the effect of driving deeper and deeper into the service of local businesses, government agencies, Fortune 500 corporations and other national account customers whose demands for support necessitated new store locations across the country.

As you read about our distribution centers, remember that their locations weren't determined by their proximity to a third-party freight carrier. Instead, they were strategically positioned at the nexus of the most efficient truck routes to move product via the company's fleet of semi trailers to surrounding Fastenal stores.

As you read about the 5,800 Fastenal people (including nearly 4,000 inside and outside sales people) employed within the WSCA Participating States, remember that these dedicated individuals live and work in the communities they serve – and that there isn't a web-based system in the world that can replace the innovation and dedication of a trusted local relationship, especially when there's an emergency to be responded to or a critical application item out of stock.

Finally, when you read about our state-of-the art online ordering and technology solutions, remember that technology is the ultimate force multiplier, creating efficiencies for local Fastenal store personnel to provide an even higher level of service and value for their customers.

It is with great anticipation that we propose our offer on the WSCA facilities maintenance, lighting, industrial supplies and tools solicitation. We have developed a highly competitive offer that provides WSCA Participating States with an opportunity to reap the benefits of a truly *strategic* supplier.

We appreciate the opportunity to present our capabilities, and pledge the full resources of the Fastenal Company to the successful implementation and growth of the WSCA Master Service Agreement.







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Attachment #18 – Supply Chain Diversity Vendor Directory
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Attachment #20 – Supply Chain Lean Transformation Linecard







1. OVERVIEW OF PROJECT

The State of Nevada, Purchasing Division on behalf of the Western States Contracting Alliance (WSCA) has administered a very successful multi-state contracting effort for over (8) eight years for the products which are the subject of this new solicitation. During calendar year 2009, over 35 States have participated in the contract and purchased over $360,000,000.00 in products. The current contract will soon expire. Accordingly the State of Nevada Purchasing Division on behalf of WSCA is seeking a supplier or suppliers to provide Facilities Maintenance, Lighting Products, Industrial Supplies and Tools. Proposals will be considered from qualified proposers that can provide all products at minimum of one entire category listed below and be able to supply the products to a minimum of one entire State.

- *Heating, Ventilation, Air Conditioning/Refrigeration (HVAC)*
- *Air Filters*
- *Lamps, Ballasts and Fixtures*
- *Cleaning*
- *Material Handling Repairs*
- *Security*
- *Motors and Accessories*
- *Electrical Repairs and Equipment*
- *Fasteners*
- *Batteries and Flashlights*
- *Outdoor Garden Supplies and Equipment*
- *Paint and Accessories*
- *Plumbing*
- *Pneumatic Tools*
- *Power Tools and Accessories*
- *Safety*
- *Hand Tools*
- *Welding and Soldering*

This procurement contemplates a multi-state scope and may result in more than one award. The award(s) will consider, but not be limited to the following factors.

- *Experience in performance of comparable engagements/References*
- *Conformance with the terms of this RFP*
- *Expertise and availability of key personnel*
- *Return Policy*
- *Distribution points*
- *Delivery*
- *Shipping*
- *Reporting Capabilities*
- *Contract Management*
- *Disaster Recovery Plan*
- *ESB/MBE& WBE Programs*







- *Retail Store/Will Call Availability*
- *Growth Incentives*
- *Reasonableness of pricing*
- *Range of commodities offered*
- *Scope of geographical coverage offered*
- *The States' judgments concerning the proposer's capability to meet demand within the proposed geographical area*
- *Web based ordering System*
- *The quality and availability of recycling or environmental conservation programs, including products offered*
- *The marking of green products in the on-line catalog when applicable*
- *The favorability of the terms under which the proposer will do business*
- *Other criteria as may be listed in the "Desirables" Section Four of this proposal*
- *Other proposer programs, capabilities, and product characteristics judged to provide additional value or administrative pricing savings to the Participating States*

While the primary purpose of this solicitation is to select a proposer(s) who can offer the supplies for all Participating States, proposers are permitted to submit a proposal on more limited geographical areas, however, not less than one entire Participating State. Proposers must clearly describe the geographical limits (e.g. by State name) if proposing a geographical area less than that of all Participating States. However, if a Proposer elects to submit a Proposal for a single State then the Proposer must be willing to supply the entire State and will not be allowed to add additional States following award or at any time during the term of the contract or any renewals.

A Participating State may evaluate and select a proposer for award in more limited geographical areas (e.g. A single state) where judged to be in the best interests of the State or States involved. Administration of any such award(s) will be done by the Participating State(s) involved unless the awarded contract includes the Lead State in its geographical area.

WSCA, Participating States, and Purchasing Entities reserve the right to competitively solicit for additional sources for commodities during the contract term, where deemed to be in the best interests of the State(s) or entities involved. Further, Participating States may have existing awards for commodities within the scope of this solicitation.

Any Participating State reserves the right to award partial commodity categories or not participate in the award if deemed to not be in the best interests of that Participating State.

All pricing listed shall be ceiling prices with the option for Participating States to negotiate more favorable discounts for large orders.

The Participating State may elect to designate the resulting contracts as permissive, or mandatory.






1.1. VOLUME DISCOUNTS

General

Additional volume and other price discount options are encouraged, which can distinguish between individual order minimum quantities, cumulative volume discounts, and other discount terms that may be defined by the proposer. Extensions of additional discounts are not required but may be evaluated if offered.

Additional discounts offered through Fastenal's "Custom Basket" program

Fastenal offers each WSCA Participating State agency the opportunity to negotiate a "Custom Basket" program. This program allows individual agencies within a Participating State to identify up to 100 items in addition to the market basket and negotiate additional discounts to be applied to these items. The Custom Basket may be reviewed annually and updated as required. All Custom Basket items will fall within the scope of the WSCA Master Service Agreement award and participating addendum.

Cumulative Ordering Volume Discounts

Fastenal is pleased to offer an additional volume discount of 2% if total cumulative product spend as reported under the WSCA Master Service Agreement (inclusive of all Participating States and their participating entities) exceeds $50 million dollars in a given contract year. The additional discount will apply to product category discounts calculated on Fastenal's wholesale published price on Fastenal.com only. This volume discount excludes market basket priced items. Additional discounts resulting from meeting cumulative ordering volumes will be effective no later than the 1st day of the 14th month (allowing a one-month evaluation period) of the contract for second year of the contract and run for 12 consecutive months, at which time spend for the next year will be evaluated for minimum spend requirements to achieve the additional volume discount continuation. The maximum additional discount for the life of the contract is 2%. If sales in any contract year fall below the $50 million dollars requirement, the additional discount will be removed. Below is an example review schedule (based on a January 1, 2011 contract start date) for the Fastener product category:

Contract Year	1/1/11 - 12/31/11	1/1/12 - 12/31/12	1/1/13 - 12/31/13	1/1/14 - 12/31/14	1/1/15 - 12/31/15
Spend	$51 million	$49 million	$125 million	$200 million	$300 million
WSCA Fastener Discount	55%	55%	55%	55%	55%
Contract Year Qualified	Yes	No	Yes	Yes	Yes
Add'l Discount Start Date	2/1/2012	2/1/2013	2/1/2014	2/1/2015	2/1/2016
Add'l Discount	2%	0%	2%	2%	2%
Total Fastener Discount	57%	55%	57%	57%	57%






Additional Volume Discount for Minimum Order Quantity

The proposer is also invited to identify additional discounts for minimum order quantities. Purchasing Entities may consolidate purchases in order to take advantage of any volume discount extended by proposer for minimum orders, so long as a single delivery location at the discretion of the Purchasing Entity is specified.

Fastenal may offer additional volume discounts for minimum order quantities to be negotiated with specific end users on a case by case basis based upon the item(s), volume and current market conditions. Fastenal's pricing model for negotiating volume discounts for minimum order quantities includes the option to establish fixed negotiated pricing for commitments based upon established ordering patterns and Fastenal's ability to negotiate long-term price supports with suppliers for stated minimum order quantities.

Minimum Orders

No minimum dollar or item count is allowed on orders from Authorized Purchasers. Participating States reserves the right to authorize a minimum via their participating addendums.

Fastenal will not require a minimum dollar or item count from authorized purchasers. Fastenal will negotiate minimum order thresholds with any Participating State that elects to establish a minimum as part of their participating addendum.

1.2. CATEGORIES

This proposal has been divided into categories with items that generally represent those most frequently purchased during the previous contract period. These commodities are listed in the pricing section, Attachment H, of this solicitation.

1.3. ADMINISTRATIVE FEES

The successful proposer will remit to the WSCA an Administrative Fee in the amount of one-half of one percent (.5%) of the total sales from this contract.

Fastenal's Contract Management System will track all Fastenal store accounts established to administer purchases resulting from the WSCA Master Service Agreement participating addendums – including online, phone, fax, walk-in/walk-out, vending and vendor managed inventory orders – to ensure complete, accurate and timely submission of the administrative fee of one-half of one percent (0.5%) of total sales from the WSCA Master Service Agreement.

1.3.1. The pricing listed on the "Pricing Schedule" of this proposal shall include the WSCA Administrative Fee.

ADMINISTRATIVE FEES MAY NOT BE ADDED AS A LINE ITEM ON ANY INVOICE.

Fastenal will include the WSCA administrative fee in the pricing listed on the pricing schedule. The WSCA administrative fee will not be added as a line item on any invoice.






1.3.2. *A statement verifying the total sales amount must accompany the remittance. This remittance will be due not later than 45 days after the last day of each calendar quarter. Please provide a sample statement document for review.*

Fastenal will submit a statement verifying the total sales amount resulting from all sales under the WSCA Master Service Agreement to support the remittance of the administrative fee. The remittance of the administrative fee will be received no later than 45 days after the last day of each calendar quarter. A sample statement of total sales under the contract is provided in **Attachment #1 – Detail Activity Report.**

1.3.3. *In addition to the WSCA contract administration fee as stated above, some Participating States may also require an administrative fee. Specific State Administrative Fees may be added to the price of each item.*

Fastenal will add to the price of each item any specific State administrative fees as required by the participating addendum.

1.4. ESTIMATED PURCHASES

The total purchase of any individual item on the contract is not known. The Purchasing Division has attempted to give an accurate estimate of probable purchases of each item for the contract period. The Purchasing Division does not guarantee that the Participating States will buy any or all estimated amounts of any specified item or any total amount.

Fastenal understands and accepts that the total purchase volume of an individual item is not known.

1.5. CONTRACT LENGTH

The contract period shall be for an initial three (3) years with the option to extend for one (1) additional (3) three year term provided:

- *There are no changes in terms;*
- *The contractor(s) agree to the extension; and*
- *The extension is in the best interest of WSCA and the Participating States.*

1.6. ALLOWABLE PRICE INCREASES

- *Pricing changes must be held firm for the first six months of the contract. Pricing may be amended semi-annually thereafter.*
- *Price increases may be allowed after the first six months of the contract provided that the changes are mutually agreed upon by both WSCA and the contractor(s) and conclusive evidence of a need for the price increase is substantiated by the Producer Price Index, Consumer Price Index or similar pricing guide. Any price decreases shall be immediately passed along to the purchaser.*






Fastenal will hold prices firm for the first six months of the contract. Pricing may be amended semi-annually thereafter.

Price increases after the first year of the contract will be mutually agreed upon. Fastenal will provide conclusive evidence of a need for a price increase as substantiated by the PPI, CPI or similar pricing guide(s).

See Fastenal's letter of clarification in Attachment B – Certification of Compliance With Terms & Conditions of RFP for Specific Pricing Terms and Specific Price Increase Support Methodologies.

1.7. CONTRACT PARTICIPANTS

Apart from the Lead State conducting the solicitation, the States indicated in Attachment F have signified their intent to enter into a contract. This Intent to Participate is not binding. Other States may use awards based on this solicitation at any time during the contract period.

Fastenal's Geographic Area of Coverage:
Fastenal's geographic area of coverage comprises more than 2,300 stores spanning all 50 States. Fastenal's proposal covers the Lead State and all States that have signed the intent to participate in the WSCA contract. Additionally, Fastenal will add States as mutually agreed upon with WSCA after award.

1.8. PARTICIPATING ADDENDUMS

- *A participating addendum must be executed by any State that decides to adopt a WSCA contract.*
- *A participating addendum shall be executed for each contractor by the individual State desiring to use their contract.*
- *Additional States may be added with the consent of the contractor and the Lead State (on behalf of WSCA) through execution of participating addendums.*
- *A participating addendum allows for each Participating State to add terms and conditions that may be unique to their State.*
- *The Participating State and the Contractor shall negotiate and agree upon any addition terms and conditions prior to the signing and execution of the participating addendum.*
- *States are not mandated to sign a participating addendum with all awarded vendors.*

Fastenal acknowledges that a participating addendum must be executed with Fastenal by every State that adopts the WSCA contract. Additional States beyond the 32 States that have signed the intent to participate may be added with the consent of the Lead State and Fastenal. A Participating State may add terms & conditions unique to their State. Fastenal will negotiate and agree upon any additional terms & conditions prior to signing and executing the participating addendums. **See Attachment #2 – Sample Participating Addendum.**







2. ACRONYMS/DEFINITIONS

For the purposes of this RFP, the following acronyms/definitions will be used:

Awarded Proposer	*The organization/individual that is awarded and has an approved contract with the State of Nevada for the services identified in this RFP.*
Authorized Purchaser	*A State or other authorized entity participating on this WSCA contract that places orders.*
Confidential Information	*Any information relating to the amount or source of any income, profits, losses or expenditures of a person, including data relating to pricing or price submitted in support of a proposal or proposal. The term does not include the amount of a proposal or proposal. See NRS §333.020(5) (b).*
Division	*Department of Administration, Purchasing Division.*
E-Commerce	*The buying and selling of products or services over the Internet*
Forced Substitution	*The act of replacing any item with an alternate item via the use of software or any other method, resulting in the substitution of any item on any order without the prior consent of the purchasing entity.*
Goods	*"Goods" means all things (including specially manufactured goods) which are movable at the time of identification to the contract for sale other than the money in which the price is to be paid, investment securities (Article 8) and things in action. NRS §104.2105.*
Green Products	*"Green products" mean "environmentally preferable products" in this solicitation. Green products are products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose. This comparison applies to life cycle of a product extraction of raw materials, manufacturing, packaging, distribution, use, reuse, operation, maintenance, and disposal.*
LOI	*Letter of Intent – notification of the State's intent to award a contract to a proposer, pending successful negotiations; all information remains confidential until the issuance of the formal notice of award.*
Level III Reporting	*Detailed Procurement Card reporting consistent with Credit Card industry standards.*
MSA	*Master Service Agreement*
May	*Indicates something that is not mandatory but permissible.*







NAC	*Nevada Administrative Code*
NASPO	*National Association of State Procurement Officials. NASPO is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States.*
MSDS	*Material Safety and Data Sheets*
NRS	*Nevada Revised Statutes*
NOA	*Notice of Award- formal notification of the State's decision to award a contract, pending Board of Examiners' approval of said contract, any non-confidential information becomes available upon written request.*
Participating State	*Before award a Participating State refers to those that has signed Intent to Participate and is listed in this RFP. After award a Participating State is one who has signed a participating addendum.*
Proposer	*Organization/individual submitting a proposal in response to this RFP.*
Public Record	*All books and public records of a governmental entity, the contents of which are not otherwise declared by law to be confidential (see NRS §333.333 and NRS §600A.030 (5) must be open to inspection by any person and may be fully copied or an abstract or memorandum may be prepared from those public books and public records.*
RFP	*Request for Proposal - a written statement which sets forth the requirements and specifications of a contract to be awarded by competitive selection NRS §333.020(7).*
Shall/Must/Will	*Indicates a mandatory requirement. Failure to meet a mandatory requirement may result in the rejection of a proposal as non-responsive.*
Should	*Indicates something that is recommended but not mandatory. If the proposer fails to provide recommended information, the State may, at its sole option, ask the proposer to provide the information or evaluate the proposal without the information.*
Sourcing Team	*An independent committee comprised of a majority of State officers or employees established to evaluate and score proposals submitted in response to the RFP pursuant to NRS §333.335.*
State	*The State of Nevada and any agency identified herein.*







Subcontractor	*Third party, not directly employed by the proposer, who will provide services identified in this RFP. This does not include third parties who provide support or incidental services to the proposer.*
Trade Secret	*Means information, including, without limitation, a formula, pattern, compilation, program, device, method, technique, product, system, process, design, prototype, procedure, computer programming instruction or code that: derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by the public or any other person who can obtain commercial or economic value from its disclosure or use; and is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.*
WSCA	*The Western States Contracting Alliance (WSCA) is a cooperative group-contracting consortium for state government departments, institutions, institutions of higher education, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.,) for the States of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington, and Wyoming. WSCA is a cooperative purchasing arm of the National Association of State Procurement Officials (NASPO).*

3. ***SCOPE OF WORK- THIS SECTION IS MANDATORY- PROPOSERS MUST MEET THE FOLLOWING CRITERIA FOR THEIR PROPOSAL TO BE ACCEPTED AND SCORED BY THE SOURCING TEAM.***

3.1. ***ORDERING CAPABILITIES***

Orders resulting from this contract will be placed directly with the proposer by the individual Purchasing Entity. The proposer must have toll free telephone and fax numbers for use by those entities located outside of the proposer's toll free area. The proposer will ship and bill as requested by the purchasing agency. The purchasing agency will remit payment directly to the proposer. As an example, there are approximately 1,000 possible separate delivery locations within the State of Nevada. The number of locations will vary by Participating States.

With more than 2,300 retail stores in the United States, *we are where you are.* See section 4.2 (Distribution Points) for a detailed list of Fastenal store locations and personnel within WSCA Participating States. Local stores can take orders for catalog items as well as provide quotes for non-catalog items. One of Fastenal's key differentiators in the industrial supply distribution marketplace is the number of options we offer for ordering placement.

Turn the page to see the various ways WSCA Participating States can order with Fastenal.







Will Call and Walk-in / Walk-out at the Local Fastenal Store
WSCA Participating State agencies can order catalog items by walking into the local store, calling the store, or faxing or emailing their order. Local stores are open during normal business hours of 7:30 a.m. to 5:00 p.m. Monday through Friday. Stores can be opened after hours for emergency service. Local Fastenal store information is available 24/7 via www.fastenal.com under the Store Locator as well as in the local phone books in more than 2,300 cities.

Fastenal's Outside Sales Force
In 2007 Fastenal implemented a program that expanded our outside sales force at the local level. Each Outside Sales Person, including the store General Manager, has a local book of business and the responsibility to make regular sales calls on their local customers.

After an account has been opened by a WSCA ordering entity, it is automatically loaded into Fastenal's Customer Relationship Management (CRM) tool and populated into the Outside Sales Person's sales zone, establishing a relationship between the Outside Sales Person and the customer. This level of local sales support and accountability is unparalleled among industrial supply distributors, and Fastenal customers rely on their direct relationship with local personnel who can solve problems, provide on-site/on-call service, and support their needs. This is what sets Fastenal apart in the eyes of our customers – knowing that their dedicated Outside Sales Person will be stopping by to assist with product requisition, answer sourcing questions, provide local insight into supply chain solutions, and help out with demonstrations, promotions, training, product applications, new item introductions, warrantee issues, and/or recycling programs. This model provides the customer with a local relationship, with the backing of a national company.

Fastenal has made a multi-million-dollar technology investment in MC70 hand-held computers for each Outside Sales Person. This technology is a force multiplier, putting the power of the Fastenal store in the hands of the Outside Salesperson. Utilizing the MC70, the Outside Sales Person can check inventory availability at the local store, in the regional distribution center, or within all of Fastenal's distribution centers. The Outside Sales Person can also take an order for catalog items or quoted non-catalog items – all during the sales call. Bin-stocking services are performed on site by utilizing the MC70 to scan the bar code label on the bin and relay the min/max information to the local store's point of sale (POS) system for re-ordering. The MC70 device is also used by the Outside Sales Person to manage his or her sales call schedule, meeting notes and action items.

The Fastenal WSCA Customer Service Center
Fastenal will expand our Customer Service Center to include dedicated WSCA customer service representatives. Fastenal has a toll-free phone number (877-507-7555) reserved for the WSCA Customer Service Center as well as a toll-free fax number (866-664-1246) and email address: wscasupport@fastenal.com

The WSCA Customer Service Center will be staffed from 8:00 a.m. to 5:00 p.m. in each time zone as required by the Participating State. Expanded hours of operation may be negotiated within the State's participating addendum to include emergency support hours as required by any negotiated disaster recovery plan requirements.







WSCA Customer Service Center representatives can assist customers in the following ways:

- Accept orders for catalog items
- Identify local stores and provide information on how to order
- Assist with registration and ordering via the WSCA online catalog
- Trouble shoot and resolve problems
- Assist with returns or warrantee issues or concerns
- Answer billing questions

Fastenal.com
WSCA ordering entities that prefer to place their orders online have the option to place orders through Fastenal's state-of-the-art transactional website. WSCA ordering entities will be able to log in with their store account number to view the WSCA online catalog. A detailed description of our online ordering capabilities can be found in Section 3.3 (Internet Ordering Capabilities).

Unlike traditional "catalog house" industrial supply distributors, Fastenal typically fulfills online orders at the local store, maintaining the continuity of the local relationship as well as the order history for local inventory stocking models and reporting.

Vendor Managed Inventory (VMI) Solutions
Local Fastenal store(s) can stock dedicated inventory for WSCA ordering entities and keep just the right amount flowing to their stocking locations, minimizing waste, downtime and total costs. Through these programs, local Fastenal personnel take on the "heavy lifting" of inventory monitoring, ordering and replenishment.

Key business benefits:

- Eliminates excess inventory and stock-outs – emergency items can usually be delivered within an hour from store stock
- Consolidates vendors and reduces process costs (P.O.'s, freight, etc.)
- Frees up labor, cash and space, creating new revenue opportunities
- Customers receive a consolidated invoice that breaks down usage by location and total cost savings

Fastenal's inventory control solutions are tailored to support customers' unique needs and goals. The following are some of the types of solutions available to WSCA State ordering entities:

Dock-to-Dock
Product is delivered by Fastenal personnel on Fastenal trucks according to a pre-determined schedule – a good fit for high-security environments and sites with limited access.

Bin-Stocking
Local Fastenal store personnel set up a custom, bar-coded storage system, help establish min/max reorder triggers, and continuously monitor and replenish each stocking location to stay within the targeted inventory levels. Systems can be customized to support customer needs, including any lean initiatives (point-of-use, kanban, etc.).







Fastenal Automated Supply Technology (FAST) – Industrial Vending
Fastenal's FAST industrial vending program makes product available to employees 24/7 near the point of use. Access is controlled by employee ID badge or key code, enabling supervisors to track usage by individuals as well as meaningful criteria like department, job, cost center, etc. Detailed transactional reports can be viewed online or uploaded to the ERP system. To prevent wasteful usage, supervisors can set controls so that employees only have access to the products they need to do their jobs, with consumption limits over time. The typical result is a sharp, immediate reduction in consumption, often 30% or more. Another key benefit of the system is that it supports an automated ordering process. The local Fastenal store receives an automated alert to replenish the machines when stock runs low, eliminating stock-outs and PO's. A vending agreement may be executed as part of a State's participating addendum. **See Attachment #3 – FAST Brochure and Sample Agreement; Attachment #16 – City of Sacramento FAST Case Study.**

On-Site Location
Working within a secure crib area, Fastenal personnel purchase, receive and disburse immediately available inventory. Product is available on a walk-up basis and also disbursed to point-of-use stocking locations based on evolving reorder triggers reflecting usage patterns.

Disaster Response Mobile Solutions
As a solution for remote emergency responses, the servicing Fastenal store can tailor a jobsite trailer or Conex to meet the State's disaster response supply needs. These mobile units are managed by local Fastenal personnel and stocked with immediately available inventory that is bar-coded for easy identification.

3.1.1. *In addition to the items shown on Attachment H, Purchasing Entities will be allowed to order from a successful proposer's catalog(s) and website for delivery anywhere within the Participating States. WSCA requires internet catalogs that are web based or contained on media for use on a personal computer. Any awarded proposer must make catalogs available on CD upon request to any Purchasing Entity.*

Fastenal will provide WSCA ordering entities with copies of *Fastenal Big Blue Volume 10* in hard copy (with a custom cover for the WSCA contract) along with a CD edition. In addition, a WSCA online catalog will be hosted at www.fastenal.com/wsca. A copy of the *Fastenal Big Blue Volume 10* (with a custom catalog cover) is included in the RFP response.

3.1.2. *Catalog(s) must be submitted with the proposal as described in the Submittal instructions, Section 9.*

Fastenal's catalog is available on CD ROM and in hard copy. Catalogs (both CD and hard copies) are available from any one of Fastenal's 2,300 retail stores. Catalogs can also be requested by calling the WSCA Customer Service Center toll-free at 877-507-7555 or emailing wscasupport@fastenal.com. Catalog(s) have been submitted with the proposal as described in the Submittal Instructions, Section 9.







3.2. F.O.B. DESTINATION

Prices for all items associated with this contract are to be FOB Destination anywhere within the Participating States or geographic area offered. Any exceptions to this provision must be clearly stated on Attachment B of this document.

Fastenal offers WSCA contract items (market basket and catalog) FOB destination anywhere within the Participating States or geographic area offered, with exceptions as noted in Attachment B. The geographic area of coverage is all 50 States.

3.3. INTERNET ORDERING

Successful proposer shall provide Internet Catalogs for all agencies as described below.

3.3.1 Internet Catalogs available? X YES

3.3.1. Provide a descriptive narrative for the type of internet catalog offered, and a URL link.

URL for Fastenal's website:
The URL for Fastenal's internet site is www.fastenal.com. In order to view the WSCA online catalog, shoppers will need to register and log in with their account number from a local Fastenal store.

Descriptive narrative for Fastenal's Internet catalog:
Fastenal.com will host the custom WSCA online catalog, providing WSCA ordering entities with 24/7 access to a vast array of products, time-saving search and ordering tools, and flexible workflow management controls – with support provided by a team of dedicated WSCA customer service representatives.

Fastenal.com is a state-of-the-art transactional website hosting the WSCA online catalog with complete descriptions, images, product specifications and other relevant information. WSCA contract prices will be displayed and market basket items will be identified when the ordering entity is logged in with their Fastenal store account.

3.3.2. Vendors must designate market basket items in their on-line catalogs for ease of ordering. What symbol or marking will you use to identify market basket items?

Each WSCA market basket item is clearly displayed in the online catalog and identified as a "WSCA Market Basket Item" when the user is logged in with a store account number. See example on following page:






Example of WSCA Online Catalog Product Landing Page



3.3.3. Vendors shall designate all environmentally preferable products (EPP) in their on-line catalogs. Describe the designation (symbol) that you will use to identify these EPP products.

All environmental preferable products (EPP) are indentified with the designation of "Green" and a clear designation symbol (displayed on the right).

3.4. E-COMMERCE DESCRIPTION

The successful proposer shall have a proven record of E-Commerce capabilities, with the technology and support personnel to provide content deployment or punch out access to their online catalog, for the purpose of supporting the purchasing web sites of the Participating States. Provide a clear narrative addressing the statement above.

FastConnect / eQuotes

FastConnect is an E-Procurement platform that extends the Fastenal.com website. It provides full integration with the buyer's procurement application using the power and convenience of a customized web interface. Fastenal has also established partnerships with a number of E-Business software providers. These partnerships allow close integration between Fastenal and the end users.

- Integration with Ariba, SAP, Oracle, SciQuest and other leading providers
- Custom product catalogs with pricing
- Web-based editing/approval of bin-stock or quote (eQuotes)
- Wide variety of integration formats and variations including EDI, XML, OCI






E-Portals
Fastenal has opened its vast product catalog to 3rd-party online integration portals, enabling end users to purchase Fastenal parts from sites other than Fastenal.com. These partner sites offer an industry-specific focus with additional benefits to the consumer, including:

- Industry-specific purchasing centers
- Buying consortiums
- Single point of purchase
- Full business-to-business integration

3.5. E- COMMERCE and WEB CATALOG CAPABILITIES

Proposers must explain their E-Commerce capabilities in detail. Proposers must have, at a minimum, the E-Commerce and web site catalog capabilities listed below. Please provide a brief explanation of how your web site catalog provides these features.

- *Multiple search options from narrow options to specific search criteria;*
- *Display contract pricing;*
- *Have workflow management controls;*
- *On-line ordering capability;*
- *Order status and order tracking capabilities;*
- *Order history;*
- *Allow users to develop personal lists and profiles, and a secure means for storing procurement card information;*
- *Online help to use site should be available at minimum during normal work hours.*
- *Technical data, illustrations, Material Safety Data Sheets, parts availability, and access to web-based product sourcing is required;*
- *Allow viewers to view on line Proposer's product availability by location; and*
- *Ability to block certain items or categories*
- *Ability to accept "P-Card" payments.*

Key Capabilities of Fastenal's WSCA Online Catalog:

Search. Products can be searched by using manufacturer part numbers, industry part numbers, or customer-specific part numbers. Products can also be searched by using industry key words, and all results can be narrowed down by using attribute refinements.

Contract Pricing. WSCA ordering entities can view catalog items and the WSCA contract pricing online when logged in with their store account number.

Workflow Management. Spending limits can be set and managed for an unlimited number of users, approvers or account administrators. Control spending by limiting users to a set budget over a flexible period of time and/or by limiting the size of individual orders. Any user can be set up to be a product requestor only, an order approver, or an account administrator.







Online Ordering Capability. Authorized Purchasers can order catalog items online. The WSCA contract terms & conditions apply to orders placed online.

Order Status and Tracking. WSCA ordering entities can see the status of their orders at any time during the order process. UPS tracking numbers are made available in status updates where applicable, and the local store can provide tracking information on store-delivered parts.

Order History. Ordering entities can view their history of orders placed online with Fastenal.com. Order history can be reordered and edited for future use.

Store Profile and Account Information. Ordering entities can manage and store account information such as shipping and billing locations, encrypted and secured procurement card information, and local Fastenal store defaults. Ordering entities can choose to have product shipped from multiple store locations depending on which store default is selected.

Order Templates. Ordering entities can save a personal list of parts for future use. Products can be edited, added to, or deleted from templates. Order templates can also be uploaded from Excel using a simple two-column format.

Open Balances and Statements. Ordering entities can view and print any Fastenal invoice with an open balance. This includes all orders placed with Fastenal, regardless if placed online or not.

Online Support. Support is available from both the local store and a dedicated online support team. The WSCA Customer Service Center will be staffed from 8:00 a.m. to 5:00 p.m. in every time zone of the WSCA Participating States – toll-free at 877-507-7555.

CAD Drawings. Fastenal.com offers over 40,000 technical drawings of products that can be viewed in multiple dimensions, including 3D. Drawings can be downloaded in multiple formats at no charge to the customer.

Technical Data and MSDS. All products contain technical information in the form of product attributes, product descriptions, and detailed notes fields. This information can guide the user by the type of product or the specific application of the product. Many products contain additional "Product Standards" informational PDF sheets which contain technical data such as chemical, mechanical, and performance information. Where applicable, links to MSDS sheets are made available in the product detail page of the corresponding part.

Product Availability. All standard parts display up to date inventory status information. When a WSCA ordering entity is logged in, inventory stocked at the local store will be displayed.

Product Blocking. Products or categories of products can be blocked from being viewed or ordered by the customer.

Store Locator. Locate any of Fastenal's 2,300+ stores with helpful directions and maps.







Procurement Card Payments. Fastenal has the ability to process Visa, MasterCard and American Express LI, LII and LIII transactions.

Green/Environmentally Preferable Products. WSCA ordering entities are encouraged to purchase Green/EPP items, either by searching expressly for green items or refining by green attributes. In addition, the Environmental Awareness page on the WSCA online catalog organizes Green/EPP solutions by product category (cleaning solutions, lighting, waste disposal, etc.). This page also offers information about our recycling programs as well as tips to conserve energy and keep toxins out of the environment.

Supplier Diversity Parts – The Supplier Diversity identifier is published in the WSCA/Fastenal catalog, marketing materials and on applicable product landing pages on the WSCA online catalog. This icon highlights product supplied by an ESB/MBE/WBE/DV certified business.

3.5.1.	Web-based Catalog available?	X	Yes
3.5.2.	Contract pricing available on line?	X	Yes
3.5.3.	Online workflow management?	X	Yes
3.5.4.	Order Status/Tracking Online?	X	Yes
3.5.5.	Order History?	X	Yes
3.5.6.	Personal Lists?	X	Yes
3.5.7.	Online Availability?	X	Yes
3.5.8.	EPP Products identified in Catalog?	X	Yes

See Attachment # 4 – Sample Fastenal.com Screenshots.

3.6. STORAGE OF ELECTRONIC DATA

Describe in detail how the electronic information for each Participating State shall be stored. Do you have a dual system as a back up in the unlikely event that the main information storehouse becomes unusable? Provide a general description of security protocol including storage of data, ordering security and data file security.

Fastenal Company utilizes various general information technology controls with its systems, including security, change management, development methodology, computer operations, development strategy & planning, and end-user computing. Fastenal also maintains a Disaster Recovery Plan that incorporates a Technology Recovery Plan. Due to the sensitive and confidential nature of the technology controls and security measures we utilize, a more detailed description of our security protocols will not be provided.






3.7. CATALOGS

The successful proposer must provide paper and/or computer media catalogs to all agencies upon request for the duration of this contract.

Fastenal will provide hard copies of the WSCA custom catalog and/or CD ROM catalogs to all agencies upon request for the duration of the contract. Catalogs are available at the local Fastenal store or by calling the WSCA Customer Service Center.

3.8. PROCUREMENT CARD POLICY

The successful proposer must offer the capability to accept procurement cards as an acceptable form of payment.

3.8.1. *Procurement Cards Accepted?* X Yes

3.8.2. Explain in detail your reporting capabilities for procurement card transactions.

Fastenal has the ability to process Visa, MasterCard and American Express LI, LII and LIII transactions. For those cards requiring LIII processing, Fastenal will provide line item detail reporting to our processor. The line item detail will be available for review by the customer on their monthly statement.

The breakdown of the 3 levels is as follows:

Level I – card number, expiration date, dollar amount, invoice number, AVS
Level II – all requirements of Level 1 + Tax Amount
Level III – all requirements of Level 2 + Line Item Detail (product code/service ID, item/service description, item/service quantity, unit of measure and extended item amount, freight amount, duty amount)

3.9. FORCED SUBSTITUTIONS

Forced substitutions are not allowed. If an ordered item is out of stock, the vendor must notify the purchasing entity for prior approval before substituting for the out of stock item. Explain your methodology for items that are discontinued or out of stock. This must include your substitution policy.

Explain how you will notify customers about out of stock items and how you will provide information about how the substituted product compares with the product that is out of stock.

Fastenal will not conduct forced substitutions for back-ordered or out of stock items. The ordering entity will be notified of out of stock items by their local Fastenal store. The local store has first-hand information as to when the back-ordered item can be delivered, what items are available immediately should the customer wish to consider a substitute, as well as all technical information about the proposed substitution.







3.10. CUSTOMER SERVICE REPRESENTATIVES

Proposers shall provide each authorized purchaser with customer service representatives assigned to handle questions and resolve all problems that arise.

Customer service representatives within local Fastenal stores

Authorized Purchasers will be serviced by a local Fastenal store team that is dedicated to their satisfaction. The General Manager at the store is always available to handle questions and resolve problems that may arise. Fastenal has designed compensation programs that reward employees for customer service and satisfaction, with Fastenal store General Managers and store sales people directly compensated for sales growth. The result is that they manage their business with the mindset of an owner. Owners care deeply about customer satisfaction and customer loyalty because satisfied, loyal customers are essential to business growth.

Within each store, the Outside Sales Person has a local book of business and the responsibility to make consistent, regular sales calls on their local customers. Many stores employ multiple Outside Sales People to meet the needs of local customers.

After an account has been opened by a WSCA ordering entity, it is automatically loaded into Fastenal's Customer Relationship Management (CRM) tool and populated into the Outside Sales Person's sales zone, establishing a relationship between the Outside Sales Person and the customer. This level of local sales support and accountability is unparalleled among industrial supply distributors, and Fastenal customers rely on their direct relationship with local personnel who can solve problems, provide on-site/on-call service, and support their needs. This is what sets Fastenal apart in the eyes of our customers – knowing that their dedicated Outside Sales Person will be stopping by to assist with product requisition, answer sourcing questions, provide local insight into supply chain solutions, and help out with demonstrations, promotions, training, product applications, new item introductions, warrantee issues, and/or recycling programs. No matter where an ordering entity is located – from a remote rural area to a major metropolis – they benefit from a *local* relationship backed by corporate support and a national distribution network.

Customer service representatives within the WSCA Customer Service Center

Fastenal will expand our Customer Service Center to include dedicated WSCA customer service representatives. Fastenal has a toll-free phone number (877-507-7555) reserved for the WSCA Call Center as well as a toll-free fax number (866-664-1246) and email address: wscasupport@fastenal.com

The WSCA Customer Service Center will be staffed from 8:00 a.m. to 5:00 p.m. in each time zone as required by the Participating State. Expanded hours of operation may be negotiated within the State's participating addendum to include emergency support hours as required by any negotiated disaster recovery plan requirements.

WSCA Customer Service Center representatives can assist customers in the following ways:

- Accept orders for catalog items
- Identify local stores and provide information on how to order
- Assist with registration and ordering from the online catalog







- Trouble shooting and problem resolution
- Assist with returns or warrantee issues or concerns
- Resolve billing issues

Customer service representatives within the Government Sales department
Fastenal's Government Sales department is composed of high-level professional sales people dedicated to the success of the WSCA Master Service Agreement. This includes Mr. John Soderberg, V.P. Government Sales; Mr. Ryan Ash, Director Government Sales – West; and Mr. Kevin Fitzgerald, Director Government Sales – East. In addition, a WSCA Contract Manager position will be established with a sole responsibility for the success of the WSCA Master Service Agreement and WSCA Participating State ordering entities' satisfaction with Fastenal's performance.

Reporting to the Government Sales Management team is a national team of professional, experienced Government Sales Specialists and Government State Sales Specialists. **See Attachment #5 – Meet Your WSCA Account Service Team.**

*3.10.1. Service representatives shall be available, at a minimum, from 8:00 am to 5:00 pm in **EACH** time zone, Monday through Friday. Service representatives shall be available by phone (via local or toll free number), fax, or email during the required times for each participating state.*

3.10.1.1. This solicitation is for all States and all time zones. Describe how you will manage the servicing of the contract for each time zone.

Fastenal has local customer service representation in all 50 states during regular business hours in each time zone. Additionally, the WSCA Customer Service Center is staffed during business hours in all time zones.

3.10.1.2. Provide an Emergency number and contact for after hours use.

Authorized Purchasers will be given emergency contact information to reach their local Fastenal representative in the event of an emergency. In addition, an emergency toll-free phone number has been established: 877-507-7555.

3.10.1.3. All service representatives shall have online access to account information and provide a timely response to inquiries concerning the status of orders (shipped or pending), delivery information, back-order information, contract pricing, category discounts, product availability, product information, account and billing questions, and contract compliance requirements.

All Fastenal customer service representatives – both our local store employees and the WSCA Customer Service Center staff – have online access to all relevant account information through the Fastenal point of sale (POS) system or online account information.







3.10.1.4 Describe in detail the process that shall be used to ensure adequate service representatives will be available.

In addition to the Fastenal WSCA Contract Manager, WSCA Regional Account Specialists, and WSCA Customer Service Center, Fastenal currently has approximately 5,800 employees working within the 32 States represented that intend to participate with the WSCA Master Service Agreement. Of these 5,800 employees, 67% are in the role of Outside Sales or Inside Sales. Fastenal has defined six regions comprising all 50 States, each of which would have a WSCA-specific Regional Account Specialist with oversight of contract performance and education. Regional Account Specialist each have e-mail, voice mail boxes, and contact numbers, enabling them to be reached at any time during or after business hours. Again, their singular focus is education and support of the WSCA Master Service Agreement.

Each Participating State will be supported by Fastenal Government State Sales Specialists whose focus is strictly State agencies and political subdivisions. These specialists work directly with agencies and Fastenal stores to support contract best practice, compliance, training (including customer and employee training), the development of Custom Baskets & additional discounts within agencies, implementation, disaster recovery leads, marketing of products, process mapping, local reporting, issue resolution, and overall customer satisfaction.

Once an account has been opened by a WSCA ordering entity, it is automatically loaded into Fastenal's Customer Relationship Management (CRM) tool and populated into the Outside Sales Person's zone, establishing a local relationship between the Fastenal Outside Sales Person and the customer. This level of local sales support in such close proximity to the customer is unique among industrial supply distributors. Whether it's running product over at the end of the day, handling after-hour emergencies, or providing problem-solving advice, this local relationship builds confidence with our customers, who know that their local Fastenal representative is just a local phone call or drive away.

3.11. TRAINING

Proposer shall provide all training as necessary at no additional pricing to all Participating States on all aspects of ordering, online ordering, product delivery, product returns, and customer service processes.

Overview of Fastenal's training resources *(see 3.11.1 for WSCA-specific training info.)*

Comprehensive employee training is provided through our corporate university, the Fastenal School of Business (FSB). Fastenal's commitment to developing leaders from within the company led to the establishment of FSB in 2000. Today, FSB provides career-long opportunities for professional education and development, with diverse training programs that allow employees to continually improve their knowledge, skills and abilities in all areas of business. Various "Institutes" within FSB concentrate on specific areas of expertise. Current FSB Institutes include the Store Institute, Leadership Institute, Sales and Marketing Institute, Product Education Institute, Operations Institute, and Support Institute. Progressive education is delivered via classroom, hands-on, and distance learning. All training programs are continually measured for effectiveness.







Fastenal's investment in FSB training – and in turn, the number of employees trained – continues to expand. Our investment in a robust e-learning program over the past two years has dramatically increased participation, yielding positive results. The table below quantifies the learning occurring among Fastenal's workforce, either through hands-on instructor led training (ILT), virtual instructor led training (VILT), or asynchronous e-learning (Asynch).

Yearly Summary of Training Courses Completed by Fastenal Employees

	ILT	VILT	Asynch	Total
2007	5,985			5,985
2008	7,343			7,343
2009	3,992			3,992*
2010 (est.)	6,000	2,300	25,000	33,000
2011 (est.)	7,806	5,425	50,000	63,231

** Training expenses were purposely decreased during the recession.*

Currently, there are 31 full-time instructors serving Fastenal employees' development needs at 14 campuses via custom designed and developed curriculum. Additionally, FSB employs seven full-time training coordinators who manage all aspects of coordination, logistics, materials and registrar functions. We have also certified more than 30 vendors to provide expert product training to our employees and customers.

Through a partnership with Minnesota State College - Southeast Technical, FSB jointly offers an accredited Associate in Applied Science (AAS) degree in Industrial Distribution. Through this unique partnership, FSB offers the majority of the technical curriculum and MSC-ST offers the general education component of the curriculum required for the AAS degree.

3.11.1. *Describe in detail the Proposer's ability to offer training that may be required to ensure purchasing entities have a thorough understanding of all ordering processes including any online systems. No pricing for product training, safety training, or travel and per Diem.*

Training on the ordering process and online systems

In addition to traditional classroom training, the Fastenal School of Business (FSB) operates a state of the art e-learning system known as the e-Learn Center. Fastenal proposes to utilize this distance learning technology to create a dedicated **WSCA e-Learn Center**, with access provided via user name and password to WSCA ordering entities.

The training provided via the WSCA e-Learn Center will include the following:

- The WSCA Master Service Agreement features, benefits and terms & conditions
- How to register and order on www.fastenal.com
- How to set up an account at a local Fastenal store
- Available value-added services offered by Fastenal
- Safety training
- Certified vendor training






The trainings referenced above will also be available in traditional formats such as hand-outs and Power Points for those who, for any reason, are unable to participate in the WSCA e-Learn Center.

In addition, Fastenal's inside and outside sales staff as well as the WSCA Contract Manager and Government Sales personnel are fully trained on all ordering processes, including online ordering, and are equipped to provide individual instruction or workshop instruction to WSCA ordering entities in the field. Additionally, all District Managers, store General Managers, Outside Sales People, WSCA Customer Service Center staff and Government Sales personnel will be required to pass a course on the WSCA Master Service Agreement and their respective State's participating addendum. This coursework will be added to their development pathway on Fastenal's e-learning system and be required to demonstrate proficiency in the position they hold.

Product training, safety training, energy efficient lighting training, green/sustainability training and other relevant trainings offered to customers are described in section 4.3.2.

4. DESIRABLE SECTION - THIS SECTION SHALL HAVE POINTS AWARDED FOR EACH SECTION.

1000 points is the total amount of points allowed for this solicitation. The desirable section of this RFP shall represent 50% (500 points) of the total points awarded for this solicitation. 50% (500 points) of the total points awarded shall be for the pricing section of this solicitation, i.e. Attachments H and I.

4.1. RETURN POLICY

What is your standard return policy?

Any item that is delivered in error or damaged must be reported within 10 days of the delivery date. Any cancellation or returns accepted after 30 days may be subject to a restocking fee and other charges, for which the purchaser shall be responsible. All returns should be made to a Fastenal store or as otherwise designated by Fastenal and must be in resalable condition and accompanied with an invoice. Under the WSCA Master Service Agreement, products are available outside of Fastenal's general catalog part numbered offering. These will be handled as non-standard product orders, typically drawing on our approved vendors' extended offering. Because these non-standard products would be ordered as direct source items, restocking fees may apply or certain items may be considered non-returnable.



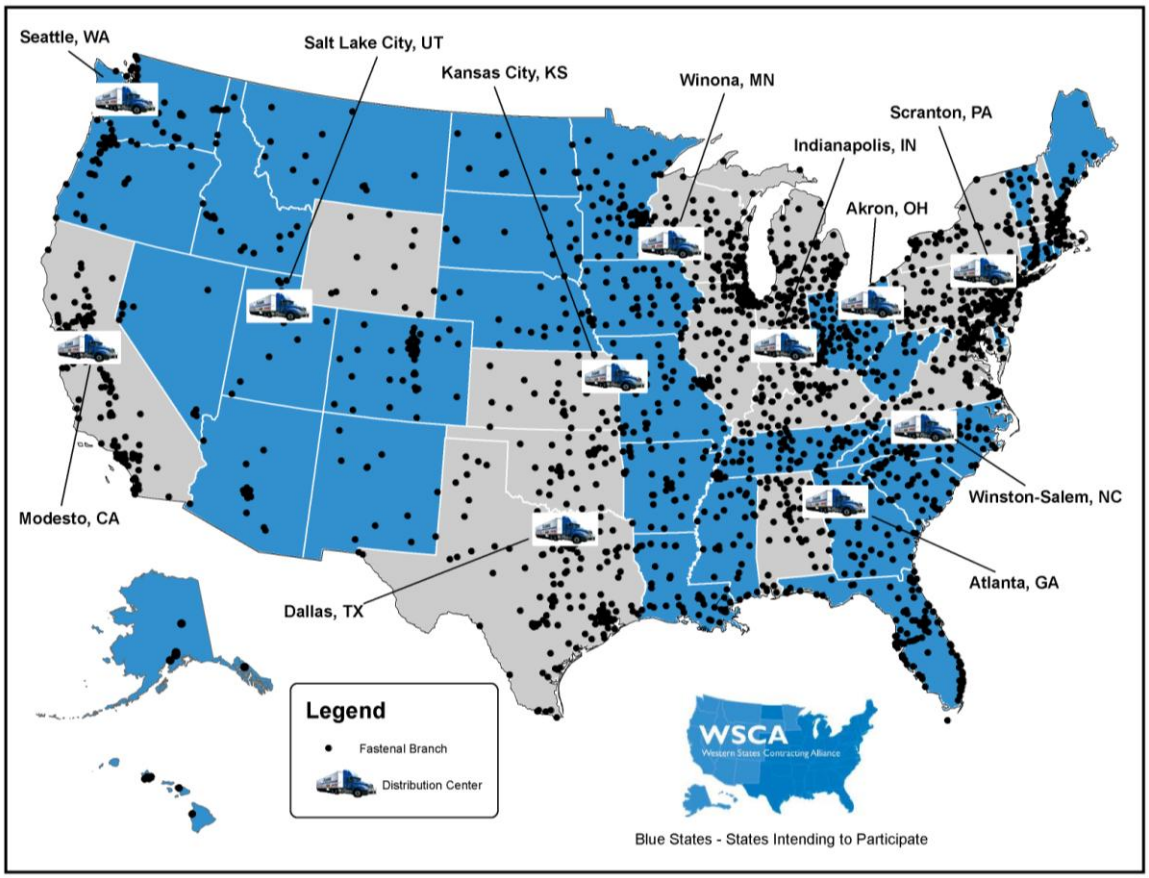




4.2. DISTRIBUTION POINTS

It is desirable that a successful proposer has inside and outside sales staff and distribution facilities located in all Participating States or geographic area offered. Proposers must provide the locations of their distribution points and information regarding sales staff for each Participating States or geographic area offered.

Footprint of 2,300+ Local Fastenal Stores and 11 Distribution Centers



Fastenal Store Locations:

Fastenal is ready to support the WSCA Master Service Agreement with over 1,100 store locations, 6 Distribution Centers, and approximately 5,800 sales, sales support, and distribution personnel (including nearly 4,000 inside and outside sales people) – all within WSCA Participating States.* Below is an itemization of the store locations, local inside/outside sales personnel, and the total economic impact of our locations in each WSCA Participating State. **

** In the chart below, distribution, administrative, and other support personnel are only listed if there is a Fastenal distribution center located within the State. Otherwise, only inside and outside sales personnel are tallied.*

*** The Economic Impact numbers cited below include payroll paid to WSCA Participating State residents as well as taxes, licenses & fees, utilities, and rent paid within WSCA Participating States.*

See Attachment #6 – WSCA Participating States Economic Impact.






Fastenal Stores, Personnel and Economic Impact within the 32 WSCA Participating States

ALASKA

Economic Impact: $822,621.19

Inside Sales = 6
Outside Sales = 11

Store Locations:

- ANCHORAGE (2)
- FAIRBANKS
- JUNEAU
- KENAI
- WASILLA

ARIZONA

Economic Impact: $3,344,795.51

Inside Sales = 41
Outside Sales = 25

Store Locations:

- BULLHEAD CITY
- CASA GRANDE
- CHANDLER
- FLAGSTAFF
- GILBERT
- GLENDALE
- MESA
- PEORIA
- PHOENIX
- PRESCOTTVALLEY
- SCOTTSDALE
- TUCSON
- YUMA

ARKANSAS

Economic Impact: $5,479,785.80

Inside Sales = 50
Outside Sales = 57

Store Locations:

- ALEXANDER
- ARKADELPHIA
- BATESVILLE
- BLYTHEVILLE
- CONWAY
- EL DORADO
- FAYETTEVILLE
- FORT SMITH
- FULTON
- HARRISON
- HOT SPRINGS
- JACKSONVILLE
- JONESBORO
- LITTLE ROCK
- MAGNOLIA
- MONTICELLO
- MOUNTAIN HOME
- NORTH LITTLE ROCK
- OSCEOLA
- PARAGOULD
- PINE BLUFF
- ROGERS
- RUSSELLVILLE
- SEARCY
- SILOAM SPRINGS
- SPRINGDALE
- STUTTGART
- VAN BUREN
- WEST MEMPHIS

COLORADO

Economic Impact: $7,757,208.89

Inside Sales = 40
Outside Sales = 105

Store Locations:

- ALAMOSA
- ARVADA
- AURORA
- BAYFIELD
- BOULDER
- BRIGHTON
- BROOMFIELD
- CANON CITY
- CASTLE ROCK
- CENTENNIAL
- COLORADO SPRINGS
- COMMERCE CITY
- CORTEZ
- CRAIG
- DENVER
- ENGLEWOOD
- EVANS
- FORT COLLINS
- FORT LUPTON
- FORT MORGAN
- GOLDEN
- GRAND JUNCTION
- LA JUNTA
- LAKEWOOD
- LAMAR
- LITTLETON
- LONGMONT
- LOUISVILLE
- LOVELAND
- MONTROSE
- PUEBLO
- PUEBLO WEST
- RIFLE
- SALIDA
- SILVERTHORNE
- STERLING
- THORNTON
- TRINIDAD
- YUMA

CONNECTICUT

Economic Impact: $3,435,569.27

Inside Sales = 19
Outside Sales = 28
Distribution/Support Personnel = 106

Store Locations:

- BLOOMFIELD
- BRANFORD
- DANBURY
- EAST HARTFORD
- EAST WINDSOR
- MERIDEN
- MIDDLETOWN
- MILFORD
- NEW HAVEN
- NEWINGTON
- NORTH FRANKLIN
- NORTH HAVEN
- NORTH WINDHAM
- PUTNAM
- STAMFORD
- STRATFORD
- WATERBURY
- WATERFORD
- WEST HARTFORD






DELAWARE

Economic Impact: $1,565,585.03

Inside Sales = 14
Outside Sales = 18

Store Locations:

- CLAYMONT
- DOVER
- MIDDLETOWN
- MILFORD
- WILMINGTON
- NEW CASTLE
- NEWARK
- MILFORD
- SEAFORD

FLORIDA

Economic Impact: $15,594,387.24

Inside Sales = 133
Outside Sales = 142

Store Locations:

- APOPKA
- ATLANTIC BEACH
- AUBURNDALE
- BELLEVIEW
- BOCA RATON
- BOYNTON BEACH
- BRADENTON
- BROOKSVILLE
- CAPE CORAL
- CLEARWATER
- CRYSTAL RIVER
- DADE CITY
- DAYTONA BEACH
- DELAND
- EDGEWATER
- FERNANDINA BEACH
- FLORIDA CITY
- FORT MYERS
- FT. WALTON BEACH
- FT LAUDERDALE
- LAKELAND
- LARGO
- LEESBURG
- LONGWOOD
- MARATHON
- MARIANNA
- MELBOURNE
- MIAMI
- MILTON
- NAPLES
- NEW PORT RICHEY
- OAKLAND PARK
- OCALA
- OLDSMAR
- ORLANDO
- ORMOND BEACH
- OVIEDO
- PALATKA
- PANAMA CITY
- PANAMA CITY BEACH
- PENSACOLA
- PERRY
- PLANT CITY
- POMPANO BEACH
- PORT CHARLOTTE
- PORT RICHEY
- PORT SAINT LUCIE
- RIVIERA BEACH
- SAINT CLOUD
- SANFORD
- SARASOTA
- SEBRING
- ST AUGUSTINE
- ST PETERSBURG
- SUNRISE
- TALLAHASSEE
- TAMPA
- TAVARES
- TITUSVILLE
- VENICE
- VERO BEACH
- WEST PALM BEACH
- WINTER GARDEN

GEORGIA

Economic Impact: $17,895,759.32

Inside Sales = 94
Outside Sales = 144
Distribution/Support Personnel = 179

Store Locations:

- ALBANY
- ALPHARETTA
- AMERICUS
- ATHENS
- ATLANTA
- AUGUSTA
- BAINBRIDGE
- BAXLEY
- BRUNSWICK
- BUFORD
- BYRON
- CAIRO
- CALHOUN
- CARROLLTON
- CARTERSVILLE
- CEDARTOWN
- CLEVELAND
- COLLEGE PARK
- COLUMBUS
- COMMERCE
- CONYERS
- CORDELE
- COVINGTON
- DALLAS
- DALTON
- DAWSONVILLE
- DECATUR
- DOUGLAS
- DUBLIN
- EATONTON
- ELBERTON
- FAIRBURN
- FITZGERALD
- GAINESVILLE
- GRIFFIN
- HINESVILLE
- KENNESAW
- LAGRANGE
- LAVONIA
- LAWRENCEVILLE
- MACON
- MARIETTA
- MARTINEZ
- MCDONOUGH
- MOULTRIE
- MOULTRIE
- NEWNAN
- NORCROSS
- PEACHTREE CITY
- POOLER
- RINGGOLD
- RIVERDALE
- ROME
- ROME
- SAVANNAH
- STATESBORO
- SUWANEE
- TALLAPOOSA
- THOMASVILLE
- THOMSON
- TIFTON
- TUCKER
- VALDOSTA
- VIDALIA
- VILLA RICA
- WATKINSVILLE
- WAYCROSS
- WEST POINT
- WINDER
- WOODSTOCK

HAWAII

Economic Impact: $1,258,064.61

Inside Sales = 8
Outside Sales = 13

Store Locations:

- HONOLULU
- KAILUA KONA
- KANEOHE
- KAPOLEI
- PEARL CITY







IDAHO

Economic Impact: $3,363,933.80

Inside Sales = 27
Outside Sales = 32

Store Locations:

- BLACKFOOT
- BOISE
- BURLEY
- CALDWELL
- GARDEN CITY
- HAYDEN
- IDAHO FALLS
- JEROME
- LEWISTON
- MERIDIAN
- MOSCOW
- MOUNTAIN HOME
- NAMPA
- POCATELLO
- POST FALLS
- REXBURG
- SANDPOINT
- TWIN FALLS

IOWA

Economic Impact: $9,937,890.90

Inside Sales = 86
Outside Sales = 88

Store Locations:

- AMES
- ANKENY
- BETTENDORF
- CARROLL
- CEDAR FALLS
- CEDAR RAPIDS
- CHARLES CITY
- CLINTON
- COUNCIL BLUFFS
- CRESTON
- DAVENPORT
- DE WITT
- DECORAH
- DES MOINES
- DUBUQUE
- FORT DODGE
- FORT MADISON
- GARNER
- GRINNELL
- HUMBOLDT
- INDEPENDENCE
- INDIANOLA
- IOWA CITY
- KEOKUK
- MARION
- MARSHALLTOWN
- MASON CITY
- MT PLEASANT
- MUSCATINE
- OTTUMWA
- PELLA
- RED OAK
- SIOUX CENTER
- SIOUX CITY
- SPENCER
- STORM LAKE
- WAUKEE
- WAVERLY
- WEST BURLINGTON

LOUISIANA

Economic Impact: $7,602,781.43

Inside Sales = 59
Outside Sales = 66

Store Locations:

- ABBEVILLE
- ALEXANDRIA
- ARABI
- BAKER
- BASTROP
- BATON ROUGE
- BELLE CHASSE
- BOGALUSA
- BOSSIER CITY
- BROUSSARD
- CUT OFF
- GONZALES
- HAMMOND
- HARVEY
- HOUMA
- JENNINGS
- LAKE CHARLES
- LAPLACE
- LEESVILLE
- LENA
- MANDEVILLE
- METAIRIE
- MINDEN
- MONROE
- MORGAN CITY
- NATCHITOCHES
- NEW IBERIA
- NEW ORLEANS
- OPELOUSAS
- PINEVILLE
- PORT ALLEN
- ROSEPINE
- RUSTON
- SCOTT
- SHREVEPORT
- SLIDELL
- SULPHUR
- WEST MONROE

MAINE

Economic Impact: $2,468,809.52

Inside Sales = 17
Outside Sales = 26

Store Locations:

- AUBURN
- AUGUSTA
- BIDDEFORD
- BRUNSWICK
- ELLSWORTH
- HERMON
- LEWISTON
- OAKLAND
- PORTLAND
- PRESQUE ISLE
- RAYMOND
- SANFORD
- SOUTH PORTLAND
- THOMASTON
- YORK

MINNESOTA

Economic Impact: $65,549,136.69

Inside Sales = 124
Outside Sales = 182
Distribution/Support Personnel = 1258

Store Locations:

- ALBERT LEA
- ALEXANDRIA
- AUSTIN
- BAXTER
- BEMIDJI
- BLOOMINGTON
- MAPLE GROVE
- MARSHALL
- MINNEAPOLIS
- MONTEVIDEO
- MONTICELLO
- MORRIS







MINNESOTA LOCATIONS CONTINUED…

- BRECKENRIDGE
- BUFFALO
- BURNSVILLE
- CAMBRIDGE
- CHASKA
- CLOQUET
- COLD SPRING
- DETROIT LAKES
- DILWORTH
- DODGE CENTER
- DULUTH
- DUNDAS
- EAGAN
- EDINA
- ELK RIVER
- FAIRMONT
- FARIBAULT
- FERGUS FALLS
- FOREST LAKE
- GRAND RAPIDS
- HAM LAKE
- HASTINGS
- HIBBING
- HOPKINS
- HUTCHINSON
- LAKEVILLE
- LITCHFIELD
- LITTLE FALLS
- MANKATO
- MOUNDS VIEW
- NEW HOPE
- NEW ULM
- OWATONNA
- PLYMOUTH
- PRESTON
- RAMSEY
- RED WING
- REDWOOD FALLS
- ROCHESTER
- ROSEVILLE
- SAINT CLOUD
- SAINT MICHAEL
- SAINT PAUL
- SAINT PETER
- SARTELL
- SAUK CENTRE
- SAUK RAPIDS
- SHAKOPEE
- THIEF RIVER FALLS
- TWO HARBORS
- VADNAIS HEIGHTS
- VIRGINIA
- WACONIA
- WADENA
- WHITE BEAR LAKE
- WILLMAR
- WINONA
- WORTHINGTON

MISSISSIPPI

Economic Impact: $4,362,837.94

Inside Sales = 41
Outside Sales = 54

Store Locations:

- AMORY
- BATESVILLE
- BILOXI
- CLEVELAND
- COLUMBUS
- CORINTH
- FOREST
- GREENVILLE
- GREENWOOD
- GRENADA
- GULFPORT
- HATTIESBURG
- JACKSON
- MERIDIAN
- MOSS POINT
- NEW ALBANY
- OLIVE BRANCH
- OXFORD
- PEARL
- PHILADELPHIA
- PURVIS
- RIDGELAND
- SALTILLO
- SOUTHAVEN
- STARKVILLE
- TUPELO

MISSISSIPPI LOCATIONS CONTINUED…

- LAUREL
- MCCOMB
- VICKSBURG
- WAVELAND

MISSOURI

Economic Impact: $10,387,212.12

Inside Sales = 79
Outside Sales = 121

Store Locations:

- ARNOLD
- BLUE SPRINGS
- BOLIVAR
- BRENTWOOD
- BRIDGETON
- CAMDENTON
- CAPE GIRARDEAU
- CARTHAGE
- CHESTERFIELD
- CHILLICOTHE
- CLINTON
- COLUMBIA
- FARMINGTON
- FENTON
- FULTON
- GRANDVIEW
- HANNIBAL
- HARRISONVILLE
- HERCULANEUM
- HOLLISTER
- INDEPENDENCE
- JEFFERSON CITY
- JOPLIN
- KANSAS CITY
- KENNETT
- KIRKSVILLE
- LEBANON
- LEES SUMMIT
- LIBERTY
- MACON
- MARSHALL
- MARYVILLE
- MEXICO
- MINER
- MOBERLY
- MONETT
- NEOSHO
- NIXA
- NORTH KANSAS CITY
- POPLAR BLUFF
- RIVERSIDE
- ROLLA
- SAINT JOSEPH
- SAINT LOUIS
- SAINT PETERS
- SEDALIA
- SPRINGFIELD
- WARRENSBURG
- WASHINGTON
- WENTZVILLE
- WEST PLAINS

MONTANA

Economic Impact: $1,821,266.34

Inside Sales = 14
Outside Sales = 21

Store Locations:

- BILLINGS
- BOZEMAN
- BUTTE
- GREAT FALLS
- HAMILTON
- HAVRE
- HELENA
- KALISPELL
- MILES CITY
- MISSOULA






NEBRASKA

Economic Impact: $4,570,960.20

Inside Sales = 30
Outside Sales = 54

Store Locations:

- ALLIANCE
- BEATRICE
- BLAIR
- COLUMBUS
- FREMONT
- GERING
- GRAND ISLAND
- HASTINGS
- KEARNEY
- LEXINGTON
- LINCOLN
- MCCOOK
- NEBRASKA CITY
- NORFOLK
- NORTH PLATTE
- OMAHA
- ONEILL
- PAPILLION
- PLATTSMOUTH
- YORK

NEVADA

Economic Impact: $2,093,026.42

Inside Sales = 11
Outside Sales = 21

Store Locations:

- CARSON CITY
- ELKO
- FALLON
- FERNLEY
- HENDERSON
- LAS VEGAS
- MINDEN
- NORTH LAS VEGAS
- RENO
- SPARKS

NEW MEXICO

Economic Impact: $1,857,559.84

Inside Sales = 12
Outside Sales = 23

Store Locations:

- ALAMOGORDO
- ALBUQUERQUE
- CARLSBAD
- CLOVIS
- FARMINGTON
- HOBBS
- LAS CRUCES
- MILAN
- ROSWELL
- SANTA FE

NORTH CAROLINA

Economic Impact: $17,341,449.38

Inside Sales = 101
Outside Sales = 148
Distribution/Support Personnel = 108

Store Locations:

- ABERDEEN
- ALBEMARLE
- ARDEN
- ASHEBORO
- ASHEVILLE
- BURLINGTON
- BURNSVILLE
- CAMP LEJEUNE
- LEXINGTON
- LINCOLNTON
- LUMBERTON
- MARION
- MONROE
- MOORESVILLE
- MOREHEAD CITY
- MORGANTON

NORTH CAROLINA LOCATIONS CONTINUED…

- CHARLOTTE
- CLAYTON
- CONCORD
- CREEDMOOR
- DUNN
- DURHAM
- ELIZABETH CITY
- FAYETTEVILLE
- FOREST CITY
- FRANKLIN
- GASTONIA
- GOLDSBORO
- GREENSBORO
- GREENVILLE
- HAVELOCK
- HENDERSON
- HENDERSONVILLE
- HICKORY
- HIGH POINT
- HOLLY SPRINGS
- JACKSONVILLE
- KERNERSVILLE
- KINSTON
- LAURINBURG
- LELAND
- MORRISVILLE
- MOUNT AIRY
- MOUNT HOLLY
- NEW BERN
- RALEIGH
- REIDSVILLE
- ROANOKE RAPIDS
- ROCKY MOUNT
- ROXBORO
- SALISBURY
- SANFORD
- SHELBY
- SMITHFIELD
- SPRING LAKE
- STALLINGS
- STATESVILLE
- WASHINGTON
- WAYNESVILLE
- WEST JEFFERSON
- WILKESBORO
- WILMINGTON
- WILSON
- WINSTON SALEM
- YOUNGSVILLE
- ZEBULON

NORTH DAKOTA

Economic Impact: $2,665,543.39

Inside Sales = 17
Outside Sales = 23

Store Locations:

- BISMARCK
- DICKINSON
- FARGO
- GRAND FORKS
- HAZEN
- JAMESTOWN
- MANDAN
- MINOT
- WEST FARGO
- WILLISTON

OHIO

Economic Impact: $22,582,161.13

Inside Sales = 195
Outside Sales = 231
Distribution/Support Personnel = 122

Store Locations:

- AKRON
- ALLIANCE
- ASHLAND
- ASHTABULA
- ATHENS
- BEDFORD HEIGHTS
- BELLEFONTAINE
- MENTOR
- MIDDLEBURG HTS.
- MIDDLETOWN
- MORAINE
- MOUNT HOPE
- MOUNT VERNON
- NAPOLEON







OHIO LOCATIONS CONTINUED…

- BOARDMAN
- BOWLING GREEN
- BRUNSWICK
- BRYAN
- BUCYRUS
- CAMBRIDGE
- CANAL WINCHESTER
- CANTON
- CELINA
- CHILLICOTHE
- CINCINNATI
- CIRCLEVILLE
- CLAYTON
- CLEVELAND
- COLUMBUS
- COSHOCTON
- DAYTON
- DEFIANCE
- DELAWARE
- EAST LIVERPOOL
- EATON
- ELYRIA
- FAIRBORN
- FAIRFIELD
- FINDLAY
- FREMONT
- GALLIPOLIS
- GRANDVIEW HEIGHTS
- GREENVILLE
- HARRISON
- HEATH
- HUDSON
- JACKSON
- KENTON
- LANCASTER
- LEBANON
- LIMA
- LONDON
- LORAIN
- MANSFIELD
- MARIETTA
- MARION
- MARYSVILLE
- MASSILLON
- MAUMEE
- MEDINA
- NEW BREMEN
- NEW PHILADELPHIA
- NEWBURY
- NORTH CANTON
- NORTHWOOD
- NORWALK
- ORRVILLE
- OTTAWA
- OXFORD
- PORTSMOUTH
- RAVENNA
- RICHFIELD
- SALEM
- SANDUSKY
- SHARONVILLE
- SIDNEY
- SOLON
- SPRINGBORO
- SPRINGFIELD
- STEUBENVILLE
- STREETSBORO
- STRONGSVILLE
- TIFFIN
- TOLEDO
- TROY
- TWINSBURG
- UNIVERSITY HEIGHTS
- UPPER SANDUSKY
- URBANA
- URBANCREST
- VAN WERT
- WADSWORTH
- WARREN
- WASHINGTON COURT HOUSE
- WAUSEON
- WAVERLY
- WEST CHESTER
- WEST SALEM
- WESTLAKE
- WICKLIFFE
- WILMINGTON
- WOOSTER
- WORTHINGTON
- XENIA
- YOUNGSTOWN
- ZANESVILLE

OREGON

Economic Impact: $6,797,010.40

Inside Sales = 71
Outside Sales = 73

Store Locations:

- ALBANY
- ASTORIA
- BEAVERTON
- BEND
- BROOKINGS
- CENTRAL POINT
- CLACKAMAS
- COOS BAY
- CORVALLIS
- EUGENE
- FOREST GROVE
- GRANTS PASS
- HERMISTON
- HILLSBORO
- HOOD RIVER
- ISLAND CITY
- KEIZER
- KLAMATH FALLS
- LEBANON
- MCMINNVILLE
- MEDFORD
- MILWAUKIE
- NEWBERG
- NEWPORT
- ONTARIO
- OREGON CITY
- PORTLAND
- PRINEVILLE
- REDMOND
- ROSEBURG
- SALEM
- SANDY
- SPRINGFIELD
- THE DALLES
- TIGARD
- TUALATIN
- WILSONVILLE
- WOODBURN

RHODE ISLAND

Economic Impact: $907,672.08

Inside Sales = 6
Outside Sales = 10

Store Locations:

- CRANSTON
- EAST PROVIDENCE
- GREENVILLE
- WARWICK
- WESTERLY
- WOONSOCKET







SOUTH CAROLINA

Economic Impact: $6,700,069.90

Inside Sales = 62
Outside Sales = 80

Store Locations:

- AIKEN
- ANDERSON
- CAMDEN
- CHARLESTON
- COLUMBIA
- CONWAY
- DARLINGTON
- DUNCAN
- EASLEY
- FLORENCE
- GAFFNEY
- GEORGETOWN
- GREENWOOD
- HOLLY HILL
- LADSON
- LANCASTER
- LAURENS
- MONCKS CORNER
- MT PLEASANT
- MYRTLE BEACH
- NEWBERRY
- NORTH CHARLESTON
- ORANGEBURG
- PIEDMONT
- RIDGELAND
- SENECA
- SIMPSONVILLE
- SPARTANBURG
- SUMMERVILLE
- SUMTER
- TAYLORS
- WALTERBORO
- VAN BUREN
- WEST COLUMBIA

SOUTH DAKOTA

Economic Impact: $3,033,333.04

Inside Sales = 24
Outside Sales = 34

Store Locations:

- ABERDEEN
- BRANDON
- BROOKINGS
- FORT PIERRE
- HURON
- MADISON
- MITCHELL
- RAPID CITY
- SIOUX FALLS
- SPEARFISH
- WATERTOWN
- YANKTON

TENNESSEE

Economic Impact: $9,757,132.93

Inside Sales = 94
Outside Sales = 118

Store Locations:

- ADAMSVILLE
- ARNOLD AFB
- ATHENS
- BROWNSVILLE
- CHATTANOOGA
- CLARKSVILLE
- CLEVELAND
- CLINTON
- COLLIERVILLE
- COLUMBIA
- COOKEVILLE
- LEBANON
- LEXINGTON
- LOUDON
- MADISON
- MARYVILLE
- MC MINNVILLE
- MEMPHIS
- MILAN
- MORRISTOWN
- MURFREESBORO
- NASHVILLE

TENNESSEE LOCATIONS CONTINUED…

- COVINGTON
- CROSSVILLE
- DAYTON
- DICKSON
- DRESDEN
- DYERSBURG
- ELIZABETHTON
- FAYETTEVILLE
- FRANKLIN
- GALLATIN
- GREENEVILLE
- JACKSON
- JOHNSON CITY
- KINGSPORT
- KNOXVILLE
- LA VERGNE
- OAK RIDGE
- ONEIDA
- PARIS
- PORTLAND
- PULASKI
- SEVIERVILLE
- SHELBYVILLE
- SPRINGFIELD
- TAZEWELL
- TULLAHOMA
- UNION CITY

UTAH

Economic Impact: $7,053,914.27

Inside Sales = 51
Outside Sales = 47
Distribution/Support Personnel = 74

Store Locations:

- AMERICAN FORK
- BEAR RIVER CITY
- CEDAR CITY
- CLEARFIELD
- HEBER CITY
- LAYTON
- LOGAN
- MURRAY
- NAPLES
- NORTH SALT LAKE
- OGDEN
- OREM
- PLEASANT VIEW
- PRICE
- PROVO
- RICHFIELD
- SALT LAKE CITY
- SANDY
- SPANISH FORK
- ST GEORGE
- TOOELE
- TREMONTON
- WEST JORDAN

VERMONT

Economic Impact: $2,038,665.78

Inside Sales = 6
Outside Sales = 25

Store Locations:

- BENNINGTON
- BRATTLEBORO
- COLCHESTER
- LYNDONVILLE
- MIDDLEBURY
- MONTPELIER
- MORRISVILLE
- NEWPORT
- RUTLAND
- SAINT ALBANS
- WHITE RIVER JCTN.
- WILLISTON
- WINOOSKI






WASHINGTON

Economic Impact: $14,799,685.47

Inside Sales = 106
Outside Sales = 128
Distribution/Support Personnel = 76

Store Locations:

- AIRWAY HEIGHTS
- ANACORTES
- ARLINGTON
- AUBURN
- BELLEVUE
- BELLINGHAM
- BOTHELL
- BREMERTON
- BURIEN
- BURLINGTON
- CHEHALIS
- ELLENSBURG
- ENUMCLAW
- EVERETT
- FERNDALE
- FIFE
- HOQUIAM
- KENNEWICK
- KENT
- KIRKLAND
- LAKEWOOD
- LONGVIEW
- MONROE
- MOSES LAKE
- MOUNT VERNON
- MOUNTLAKE TERRACE
- MUKILTEO
- NORTH BEND
- OAK HARBOR
- OLYMPIA
- PASCO
- PORT ANGELES
- PORT HADLOCK
- PUYALLUP
- REDMOND
- RENTON
- RICHLAND
- SEATTLE
- SPOKANE
- SUMNER
- SUNNYSIDE
- TACOMA
- TUMWATER
- UNION GAP
- VANCOUVER
- WALLA WALLA
- WENATCHEE
- WOODINVILLE
- WOODLAND
- YAKIMA

WEST VIRGINIA

Economic Impact: $3,841,273.97

Inside Sales = 32
Outside Sales = 36

Store Locations:

- BECKLEY
- BELLE
- BENWOOD
- BLUEFIELD
- BRIDGEPORT
- BUCKHANNON
- DANVILLE
- DUNBAR
- ELKINS
- HUNTINGTON
- HURRICANE
- MARTINSBURG
- MORGANTOWN
- PARKERSBURG
- RAVENSWOOD
- SOUTH CHARLESTON
- SUMMERSVILLE
- WHITE HALL






Fastenal's 11 U.S. Distribution Centers

Each Fastenal store serves as a local, efficient source for a vast range of industrial and construction supplies – backed by our global distribution and sourcing strength, yet free to tailor its inventory and service to meet the needs of local customers. Stores are serviced by the nearest of 11 Fastenal distribution centers throughout the U.S., including our master stocking locations in Indianapolis, IN and Modesto, CA, which carry a broad inventory of semi-standard products. Our 11 U.S.-based distribution centers are located in or near Winona, MN; Indianapolis, IN; Denton, TX; Atlanta, GA; Scranton, PA: Modesto, CA; Lakewood, WA; Akron, OH, Salt Lake City, UT; High Point, NC; and Edwardsville, KA.

Standard order lead time for store-stocked items is 24 to 48 hours, but that only tells part of the story. Below are some of the distribution performance metrics that distinguish Fastenal in the industrial supply marketplace:

- 80% of all customer transactions are for products stocked in the local store or available at a regional distribution center, representing either same-day or 24 to 48 hour service.
- If a standard product is not already in stock at your local store, we can usually get it there on our own trucks before the next business day begins. 64% of store deliveries via Fastenal trucks from our distribution centers arrive before 7 a.m. (on scheduled truck days)
- If it's not available at a regional distribution center, our goal is to have it available in one of our master stocking locations, which can provide overnight service to the majority of our customers.
- Fastenal's stores and distribution centers carry more than half a billion dollars in inventory in order to provide fast delivery for local customers.

4.3. CONTRACT MANAGEMENT

Describe the Proposer's strategy for contract management and sales support including roles and responsibilities as they relate to each participating state for each of the proposed account teams that will handle contract management issues.

The goal of Fastenal's Contract Management and Sales Support department is outstanding customer service resulting in increased customer loyalty. We recognize that flawlessly executed contracts are as important to government agencies as our products and services, and that the success of the contract is dramatically influenced by the attention to detail paid during contract administration. To ensure efficient contract management, Fastenal executes a lean quality management strategy which establishes cross-functional teams that work in collaborative learning circles with Legal, Government & Diversity Affairs, Tax & Finance, the Fastenal School of Business, IT, Marketing, Supplier Diversity, Sustainability, Product Development, Government Sales, and most importantly, the General Manager at the local store.

The administration and management of the WSCA Master Service Agreement are the responsibility of the Vice President of Government Sales, the Executive Director of Government







& Diversity Affairs, the WSCA Contract Manager, and the Director of Contract Management – all of whom are based at Fastenal's corporate headquarters.
This management team reports to the Executive Vice President of Operations, who is a direct report of the CEO. **See Attachment #5 – Meet Your WSCA Account Service Team** for the biographies and WSCA commitment statements of the EVP of Operations, VP of Government Sales, Executive Director of Government & Diversity Affairs and Director of Contract Management.

Roles and Responsibilities as they relate to each participating state and proposed account teams that will handle contract management issues:

General Manager of the local Fastenal store
Fastenal's store General Managers are the "front line" for successful contract management. Experience has demonstrated that the greatest influence on the success of a contract is the commitment of our General Managers. Fastenal's General Managers are highly motivated to respond to their customers' needs and consistently drive *Growth Through Customer Service*. This commitment to the customer is evident in how they view their businesses – as the owner, not an employee. With that mindset, they regularly work beyond normal business hours and routinely provide their customers with their cell phone or home phone numbers in the event of an emergency. Their business operation is customer-centric, as is their definition of an "emergency." In other words, an emergency isn't just a natural disaster; it may be an unplanned purchase resulting from a piece of broken equipment, or an unforeseen spot buy of a critical item. In short, if it's an emergency for the customer, it's an emergency for the General Manager, and the response will be appropriate. It is important to note that our General Managers' compensation is tied to building long-term relationships with customers. See section 4.6 (Implementation Plan) to learn more about how we will be training the General Managers on the terms & conditions of the WSCA Master Service Agreement.

Government Proposal Development
Sound contract management starts with comprehensive proposal development. Fastenal's Government Contract Management department includes our Government Bid & RFP Development team, which reports directly to the Director of Contract Management. This team works in conjunction with various departments at Fastenal including Legal, Government & Diversity Affairs, Government Sales, Tax, Insurance, Product Development, Supplier Diversity, Sustainability and Quotations to ensure that the requirements of the solicitation are identified and that the terms & conditions of the solicitation are closely reviewed for compliance.

Government Contract Management
Upon award of a contract, Fastenal's Government Contract Management team will review the contract award along with Fastenal's proposal to map out the contract's terms, conditions, pricing, and time lines for deliverables such as reporting, rebates and additional discounts (if any). Following this analysis, a contract award review meeting will be scheduled with the Vice President of Government Sales, the Executive Director of Government & Diversity Affairs and the Director of Contract Management. Any items that require additional clarification will be identified and action items assigned. Upon conclusion of the contract review, management will sign off on the contract and a Contract Administrator will be assigned responsibility for the







management of the WSCA contract within Fastenal's contract management system, a proprietary database that identifies pricing, FOB terms, rebates, reporting and other relevant terms.

The WSCA Contract Administrator will report directly to the Director of Contract Management and will be responsible for ensuring that the contract is correctly administered. This will include working with the Fastenal WSCA Contract Manager to document the execution of participating addendum, any unique terms & conditions, additional fees and/or reporting requirements of that State. The WSCA Contract Administrator will facilitate the development of work instructions, policies and procedures for our Government Sales Support Coordinators, who will manage the tracking of store accounts and the linking of these accounts into the Contract Management System. The Contract Management System administers the WSCA Master Service Agreement (including any participating addendum unique terms, fees or reporting) to the Fastenal store account. Fastenal's Contract Management System will drive compliance via the Fastenal store point of sale (POS) system. The WSCA Contract Administrator will also manage the administration of contract modifications, extensions, price updates and other administrative correspondence.

Government Sales Support

Once the WSCA contract is entered into the Contract Management System, the day-to-day workload of interfacing with the WSCA Contract Manager, Government Sales department and Fastenal's store sales personnel becomes the primary responsibility of the Government Sales Support team. This group reports directly to the Director of Contract Management and serves as a clearinghouse and liaison team between Contract Management and Sales. The first task is the creation of work instructions for Sales Support and Sales personnel that outline the various terms & conditions such as FOB terms, pricing/discounts, eligible ordering entities, any unique terms & conditions of a Participating State, primary point of contact information, etc. Information for the work instructions comes from the Contract Management System. In addition to creating work instructions for sales support, the Government Sales Support Coordinators feed information to Marketing for the development of line cards, web landing pages, direct email marketing campaigns and other marketing efforts highlighted in the Implementation section (4.6).

Fastenal's Government Sales Support team serves as the internal “customer service center” for our store sales people, providing relevant contract information as well as the “linking” of store accounts for ordering entities to the WSCA Master Service Agreement within the Contract Management System. Before any store account is linked to the WSCA Master Service Agreement, a signed and executed participating addendum is required that clearly identifies eligible ordering entities. The function of linking store accounts to the Contract Management System establishes the relationship between the ordering entities account at the store and the terms, conditions and pricing of the WSCA Master Service Agreement. It also ensures that all accounts are tracked for sales reports that drive rebates, fees and additional discount administration. The Sales Support team employs multiple strategies to ensure all accounts are tracked. Fastenal's Sales Support functions are included in our internal self-audit program. The process described above also applies to WSCA ordering entities placing orders on the WSCA online catalog and/or any punch-out or third-party-hosted e-commerce catalog.







In addition to functions performed to support the setup and tracking of WSCA ordering entities' accounts, the Sales Support Coordinators are responsible for remitting reporting, rebates and fees to WSCA and the Participating States. Depending upon the size of the Participating State and the scope of the participating addendum (for example, if local and county government agencies are eligible to order), a dedicated Sales Support Coordinator may be assigned.

The Director of Contract Management will closely manage the scope and reporting requirements of each participating addendum and assign Sales Support Coordinator(s) as required. All reporting for WSCA will be generated by the WSCA Sales Support Coordinator team under the supervision of the Director of Contract Management, the WSCA Contract Manager, the Executive Director of Government & Diversity Affairs and the Vice President of Government Sales. This includes sales reports, usage reports, supplier diversity reporting, sustainable purchases, rebates, etc.

4.3.1. *It is desired that proposers have a representative(s) that has the sole responsibility of management of this WSCA contract. Provide a list of the name(s) and title(s) of the dedicated WSCA representative(s) per region or State.*

Fastenal will provide a dedicated WSCA Contract Manager who will serve as the main point of contact ensuring the successful implementation of the WSCA Master Service Agreement. The WSCA Contract Manager will be responsible for oversight of personnel directly involved with supporting the contract. This includes individuals within the WSCA Customer Service Call Center, Product Managers, Marketing, Sustainability, Small Business, Disaster Recovery, Fastenal School of Business (Instructors), Manufacturers, Regional WSCA Account Specialists, Government State Specialists, as well as those directly involved with Contract Management and Reporting to assure that the goals and direction are understood and being monitored. The WSCA Contract Manager would be responsible for ensuring a high level of customer service, measuring customer satisfaction, surveys, conflict resolution, cost savings documentation, scheduled quarterly meetings, proactive recommendations for value-added services, promotions, process mapping, informing ordering agencies of industry best practices and potential areas of improvement, along with coordinating Fastenal/WSCA Quarterly Newsletters.

Fastenal has qualified candidates for this position; upon award, one would be selected as the dedicated WSCA Contract Manager. The responsibilities of this individual would include, but are not limited to, those items listed above.

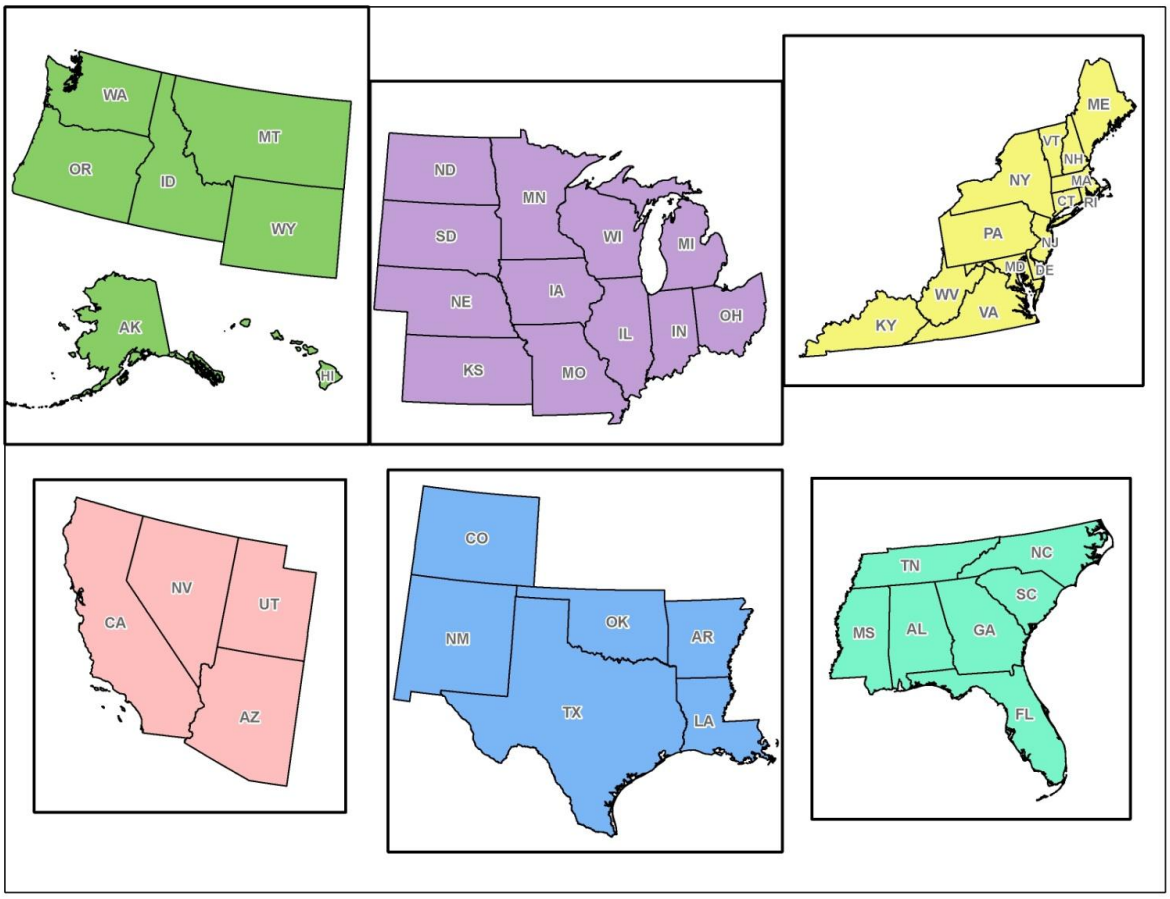
In addition to the WSCA Contract Manager, Fastenal will provide WSCA Regional Account Specialists whose primary responsibility is the WSCA Master Service Agreement and the implementation of the items noted above. These individuals will be direct reports to the WSCA Contract Manager. As indicated in the map below, six regions have been created nationwide, covering all 50 states. Each WSCA Regional Account Specialist will have oversight of the responsibilities and opportunities associated with the WSCA Master Service Agreement within his or her region.







WSCA Regional Account Specialists Territories



WSCA Regional Account Specialists have e-mail, voice mail boxes, and contact numbers so that they can be reached at any time during or after business hours. Again, their singular focus is education and support of the WSCA Master Service Agreement.

Each participating WSCA State will be supported by Fastenal Government State Sales Specialists whose focus is strictly state agencies and political subdivisions. Government State Sales Specialists work directly with agencies and Fastenal stores to support contract best practice, compliance, training (including customer and employee training), the development of "Custom Baskets" within agencies, implementation, disaster recovery leads, working with resellers, marketing of products, process mapping, local reporting, issue resolution, and customer satisfaction.

In addition to the Fastenal WSCA Contract Manager, WSCA Regional Account Specialists, and Government Sales and WSCA Service Center personnel, Fastenal currently has approximately 5,800 employees working within the 32 States that intend to participate with the WSCA Master Agreement. Of these 5,800 employees, 67% are in the role of outside sales or inside sales.







Once an account has been opened by a WSCA ordering entity, it is automatically loaded into Fastenal's Customer Relationship Management (CRM) tool and populated into the Outside Sales Person's zone, establishing a local relationship between the Fastenal Outside Sales Person and the customer. This level of local sales support in such close proximity to the customer is unique among industrial supply distributors. Whether it's running product over at the end of the day, handling after-hours emergencies, or providing problem-solving advice, this local relationship builds confidence for our customers, who know that their local representative is just a local phone call or short drive away.

4.3.2. *Does your contract management include customer training? Please provide a detailed narrative including, at a minimum, the following:*

- *Energy efficient lighting;*
- *New products;*
- *Equipment and operation- Manufacturer/certified set up and training;*
- *Seminars; and*
- *Other such as green products.*

Fastenal can provide customized training programs to meet WSCA ordering entities' needs. Training sessions would generally be held at the ordering entity's facility, with training conducted by a local Fastenal employee and/or a Fastenal certified vendor. Because of our local presence, these trainings can be offered to the WSCA ordering entities frequently throughout the year, at no cost.

Fastenal store representatives and other customer support personnel are kept current on product and industry trends through ongoing training, yearly reviews of industry standards, and close interaction with our suppliers. In addition to customer training, our sales and support personnel participate in career-long professional education and development to continually improve their knowledge and service. The result is a well-trained sales force that can provide technical expertise to end users within a local environment.

Fastenal training on the ordering process, including online ordering
The WSCA Contract Manager and Government Sales team will facilitate training to ordering entities though traditional channels such as one-on-one explanations, handouts and tutorials, workshop instruction, and/or directing the customer to Fastenal's "WSCA e-Learn Center," established expressly to provide online training to WSCA ordering entities. Please see section 3.11 (Training) for a detailed overview of Fastenal's corporate university, the Fastenal School of Business and the WSCA e-Learn Center. The training provided via the WSCA e-Learn Center will include the following:

- The WSCA Master Service Agreement features, benefits and terms & conditions
- How to register and order on www.fastenal.com
- How to set up an account at a local Fastenal store
- Available value-added services offered by Fastenal
- Safety training







Fastenal's Certified Vendor Training program
As detailed in section 3.11, Fastenal's Certified Vendor Training program includes training from certified vendors in the following areas:

- New products
- Equipment & operation – manufacturer/certified set-up/training
- Safety and OSHA training
- Product application, features and benefits
- Cost savings, lean, and vendor managed inventory (VMI) solutions

Fastenal Product Training
Although designed for our employees, Fastenal's Certified Vendor Training program will be offered to WSCA ordering entities as customized training workshops. Many of our product trainings are focused on safety, but the program also includes vendors outside of the safety category who provide training on various products and applications. In order to participate in the Certified Vendor Training program, the vendor must design training and present to the Fastenal School of Business (FSB) team, initiating a rigorous certification process that includes a consensus between the FBS instructors and the vendor on the following:

- Training requirements
- Hands-on and interactive delivery methods
- Markets targeted for products
- Product applications and uses

Fastenal School of Business Certified Vendor Trainings

Vendor	Product Line	Total Time (hrs)
3M Firestop	Fire barrier protection	4
3M Industrial	Various	7.5 - Multiple Modules
Ansell	Safety	3
Bacou Dalloz (Sperian)	Safety	3
Bosch	Tools & Equipment	3
Brady/SPC	Safety	2
CRC Industries	Chemicals/Paints	3
Danaher	Tools & Equipment	4
DBI Sala	Safety	3
DeWalt	Tools & Equipment	2
Diamond Advantage	Abrasives	3
Eaton Weatherhead	Hydraulics/Pneumatics	4
Flexaust	Hydraulics/Pneumatics	2.5
GOJO	Janitorial	2
Greenlee Textron	Electrical	8
Ingersoll-Rand	Tools & Equipment	4
ITW Buildex	Fasteners	6
ITW Redhead	Fasteners	3
Kennametal	Cutting Tools	3
Kimberly Clark	Janitorial	2.5
Legris	Hydraulics/Pneumatics	4
Loctite	Chemicals/Paints	3.5
Louisville Ladder	Material Handling	2
Marson	Fasteners	4







Fastenal School of Business Certified Vendor Trainings (cont.)

MCR Safety (Crews)	Safety	2
Metabo	Tools & Equipment	4
MSA	Safety	4
Norseman	Cutting Tools	2.5
Norton (Saint Gobain)	Abrasives	5
NSPA	Electrical	1.5
OSG Tap and Die, Inc	Cutting Tools	3.5
Panduit	Electrical	4
Sia Abrasives	Abrasives	4
SMC	Hydraulics/Pneumatics	NA
Sprayway	Janitorial	2.5
Tremco	Chemicals/Paints	2
Valenite	Cutting Tools & Metalworking	4
Unitex	Chemicals/Paints	3

Safety and OSHA Training via Fastenal's Key Partners Safety Program
Fastenal has established a Key Partners Safety Program that is designed to address the core safety challenges WSCA ordering entities may face – *before* they lead to injuries or citations. **See Attachment #7 – Fastenal's Key Partners Safety Program.**

Led by Fastenal's in-house team of Safety Specialists, the Key Partners Safety Program is an extension of our Certified Vendor Training program. The goal is to provide solutions that protect workers, prevent lost time due to injuries, and positively impact the organization's productivity. Fastenal's Safety Specialists are trained and certified to provide customized training sessions at WSCA ordering entities' sites.

The following is a list of the safety training sessions offered:

- Self-Inspection Checklist
- Hydration Products
- Hand Protection
- Eye Protection
- Respiratory Protection
- Fall Protection
- First Aid
- Skin Care
- Facility Safety
- Ladder Safety
- Hearing Protection
- Hoist Training & Certification
- Fastenal Industrial Services Hoist & Sling Inspections

Energy Efficient Lighting Audits and Training
Fastenal works in conjunction with our lighting vendors to provide energy efficient lighting audits and training as a value-added service for customers. This program includes:

- Lamp/Ballast Standardization Recommendations
- Lighting Energy Audits/Analysis/Presentations
- Energy Saving Initiatives Specific to Lighting/Ballast
- Sustainability Initiatives Specific to Lighting/Ballast & Other Products






Green and Sustainability Training
Fastenal's Certified Vendor Training includes information about green and sustainability initiatives offered by our various manufacturer-partners. We also offer training on our green and sustainability product reporting and how WSCA ordering entities can work with Fastenal's Sustainability Coordinator to establish goals and manage spend to achieve their goals. Please see section 4.8 for detailed information about reporting and training.

4.4. DELIVERY

Delivery time for in-stock items should not exceed 24 to 48 hours for all points within the Participating States. Non-stocked items must be delivered within 10 working days. The Participating States reserve the right to impose restrictions. Explain in detail your delivery policy.

4.4.1. Specify Guaranteed Delivery Time for In-Stock Items.

Fastenal's delivery time for in-stock items at the local Fastenal store is typically same-day (via will-call, walk-in/walk-out and local delivery on a Fastenal store delivery truck) and never later than 24 to 48 hours. Additionally, products sold through our vendor managed inventory solutions (bin-stocks, vending, on-site location, remote trailers) are available on site for immediate end user consumption.

4.4.2. Specify Guaranteed Delivery Time for Non-Stock Items.

Catalog items not stocked in the local Fastenal store are available in Fastenal's network of 11 U.S. regional distribution centers and are guaranteed for delivery no later than 10 working days. The delivery terms of "within 10 days" meets WSCA's stated non-stocked delivery requirement. However, due to our local presence, our delivery of non-stock items is usually much faster than that. Take for example North or South Dakota. If an item is not in stock at the local store, it would be considered non-stocked inventory and the stated delivery terms are within 10 days. However, it is important to understand that the local stores within the Dakotas receive inventory from our distribution centers (on Fastenal company-owned semi trucks) at least 3 days per week, and most stores receive a delivery of "non-stock" inventory every business day. The result is that more than 90% of orders for non-stocked items are delivered to the store in 3 to 4 days. All WSCA Participating States have similar geographic distribution service, including AK and HI. These would be shown specifically per state on the State's participating addendum.

4.4.3. MSDS must accompany all orders at the time of delivery (where applicable).

MSDS sheets are available 24/7 online at Fastenal.com and can be included at the time of delivery per the customer's request.

The Participating States expect high delivery standards from all contractors. Penalties may be imposed on contractors that have continual late deliveries. These penalties may include but are not limited to cancellation of orders, request for discounted pricing, non-use of an offending contractor or cancellation of the contractor's participating addendum(s).







4.5. SHIPPING

All shipments are to be delivered directly to the purchasing department/division address. All shipments shall include a packing label that includes at a minimum the following information on the outside of the package:

- *Authorized Purchaser;*
- *Delivery Address;*
- *Purchasing entity and floor;*
- *Contact; and*
- *Telephone number.*

A packing slip shall also be included with each shipment, which shall include at a minimum the following information in no particular order:

- *Line item description;*
- *Date ordered;*
- *Quantity ordered;*
- *Quantity included in shipment;*
- *Any backordered items;*
- *Unit Price and extension;*
- *Number of parcels;*
- *Purchase Order Number;*
- *Purchasing entity name; and*
- *F.O.B. Destination.*

See Attachment B (Exceptions and Letter of Clarification) for identification of packing label and packaging slip requirements.

4.6. IMPLEMENTATION

Implementation of this contract is vital to the Participating States. Describe in detail your implementation program including an estimated time line to include at minimum the following points.

4.6.1. Describe in detail the Proposer's implementation plan, including all process steps.

Fastenal's implementation plan will roll out on two fronts. First, we will train our sales force so that they have the tools and knowledge they need to help ordering entities effectively utilize Fastenal and the WSCA Master Service Agreement. Upon execution of a participating addendum with a State, we will move forward with *external* trainings and marketing campaigns designed to raise awareness and understanding of the WSCA contract among current and potential government customers in the field.







Fastenal's 3-phase implementation/training timeline for the 90 days following contract activation:

PHASE 1 (30 DAYS)
Fastenal is committed to training our sales force and customers to utilize the WSCA Master Service Agreement. This initial contract implementation and strategic marketing plan will be vital in terms of raising awareness of the contract and initiating participating addendums.

INTERNAL TRAINING	EXTERNAL TRAINING
• Immediate company announcement on our intranet site to all Fastenal employees	• Press Release announcement circulated through AP, trade publications, and posted on www.fastenal.com
• Video message from our CEO Will Oberton endorsing the new WSCA Master Service Agreement	• Electronic Fastenal catalog distributed on CD - Catalog will be laid out in Adobe .pdf format
• Email campaign to all Fastenal employees in Participating WSCA States detailing the WSCA Master Service agreement and action items for the coming week to support the agreement	• Email campaign to current and potential government customers announcing the WSCA contract
• Key Fastenal Government Sales representatives will meet with the WSCA team to establish implementation training and strategic marketing plan and adjust proposed programs as needed	• Schedule meetings with key decision makers within each Participating State
• The Fastenal Government Sales team will undergo extensive training through the Fastenal School of Business to be proficient in the terms of the WSCA Master Service Agreement.	• Execute a signed participating addendum within each State
• In addition to the WSCA training class, training will be available for Fastenal industrial vending, cost savings, 6S-Lean, safety, and other areas (see Training sections 3.11 and 3.11.1 for details) 	• Schedule meetings with procurement leads within each dept. for a Participating State (e.g., Dept. of Transportation, Dept. of Corrections, Dept. of Natural Resources, etc.)

Continued on following page …






PHASE 1 (30 DAYS) continued

INTERNAL TRAINING	EXTERNAL TRAINING/AWARENESS
• Fastenal WSCA support staff will develop an internal WSCA landing page on our intranet site, where Fastenal sales representatives will be directed to access: Master Service Agreement information, WSCA support contacts, Fastenal School of Business training, and a downloadable training document to help prepare for sales calls	• Work with each Participating State to obtain a listing of all customers who can utilize the WSCA Master Agreement
• Fastenal WSCA support staff will develop a Fastenal.com landing page dedicated to WSCA information: www.fastenal.com/wsca	
• Fastenal WSCA support staff will develop co-branded marketing materials which will be available for Fastenal sales representatives on the WSCA intranet landing page: o Customizable implementation workshop flyer and/or email o Each state's economic impact statement line card o WSCA Master Service Agreement line card o Product-specific flyers for: Facilities Maintenance, Lighting, and Industrial Supplies & Tools. Each of these flyers will highlight Fastenal Exclusive Brands in each product category o Sustainable products & solutions o Supplier Diversity products & solutions o Vending and eBusiness Solutions o Disaster Recovery o Supply Chain Lean Transformation o Quarterly Newsletter	• Co-branded WSCA line card will be distributed to all current state and local government agencies in each Participating State via our local Fastenal sales employees **(see Attachment # 8 – Fastenal/WSCA Linecard)**









PHASE 2 (60 DAYS)

Once the initial training has begun and participating addendums are in the process of being signed, Fastenal will begin Phase 2 of the plan. During this period, Fastenal will continue its momentum in terms of internal awareness and training while also working with customers through implementation workshops.

INTERNAL TRAINING	EXTERNAL TRAINING
• E-Learn Center goes live	• WSCA E-Learn Center goes live
• The Fastenal Government Sales team will begin (or in some cases, will have already begun) their e-learning development pathway WSCA training with each local store within their Participating State o Once training is complete with each local store, they will receive a WSCA marketing packet to use on their sales calls	• www.fastenal.com/wsca goes live along with a supporting email campaign -Information on page will include: a. Agreement overview and contact information b. Links to: key products, Green/EPP solutions, Supplier Diversity solutions, Disaster Recovery, Fastenal Solutions -WSCA email campaign(s) will highlight products and/or solutions for customers. Each email will include Onsite Targeting that drives customer relevancy by promoting WSCA on the homepage of our website and directing targeted customers to the dedicated WSCA landing page
• **WSCA Implementation Workshops** o Held at Participating States by geography o Implementation team will include: Regional & State Government Sales representative, District Manager(s), General Manager(s), local Outside Sales Representative(s), and others as required) o Each local Fastenal store will work with its Regional & State Government Sales representative to initiate WSCA Implementation Workshop(s) for current and potential government customers	• Co-branded marketing materials will be distributed to customers. The following materials will be available for stores to request or download when needed:  o Customizable implementation workshop flyer and/or email o Each State's economic impact statement line card o WSCA Master Service Agreement linecard o Product-specific flyers for: Facilities Maintenance, Lighting, and Industrial Supplies & Tools (Fastenal Exclusive Brands highlighted) o Green/EPP products & solutions o Supplier Diversity products & solutions o Vending and eBusiness Solutions o Disaster Recovery o Supply Chain Lean Transformation **See Attachment #9 – Fastenal/WSCA Implementation & Marketing Materials**






PHASE 2 (60 DAYS) continued

INTERNAL TRAINING	EXTERNAL TRAINING
• WSCA Implementation Workshop Details: Stage 1 (Initial Preparation & Strategy Session) a. Customer needs analysis b. Evaluate resources needed c. Establish implementation strategy d. Implementation team develops project timeline e. Develop event details f. Create and distribute co-branded customized flyer and/or email for event g. Collaborate with Implementation team on items needed for workshop success Stage 2 (Action Steps) a. Confirm internal and external workshop attendees b. Create goals for each WSCA customer c. Begin workshop(s) at specified sites d. WSCA customer site analysis is performed e. Cost savings evaluation f. Cross-referencing is completed if needed Stage 3 (Analysis & Monitoring) a. Survey implementation workshop attendees b. Set-up/deliver products, services, or solutions that were determined as needed for customer c. Review contract compliance d. Continue monitoring Fastenal.com registrants for each customer account **e.** Identify any inconsistencies and resolve immediately	• WSCA Implementation Workshop o Ongoing, co-branded and customized implementation workshop emails sent out to customers Implementation Workshop training available via: a. In-person meeting, E-Learn Center, webinar, conference calls, and/or audio/video Implementation Workshop Training Topics: a. WSCA Master Service Agreement overview, discount structure, and direction to www.fastenal.com/wsca page b. Introduction of all Fastenal Facilities Maintenance, Lighting, and Industrial Supplies & Tool products c. Learn how to register for an account on www.fastenal.com d. Learn how to place an order on the WSCA online catalog e. Learn about Fastenal's government-specific services and solutions, including but not limited to: Sustainable products & solutions, Supplier Diversity, Disaster Recovery, Cost Savings, and more f. Work to develop our "Custom Basket" for each State






PHASE 3 (90 DAYS)
By this point, Fastenal is fully engaged with current and potential government customers concerning the WSCA Master Service Agreement. Our sales force is well trained, and our marketing of the agreement is increasing in both frequency and reach.

INTERNAL TRAINING	EXTERNAL TRAINING
• Ongoing tracking and evaluation of WSCA Implementation Workshops that have been completed and are on the schedule to begin	• Fastenal's *Big Blue v.10* catalog is printed and distributed o Includes custom WSCA cover 
• Fastenal Government Sales team will start first WSCA quarterly review meeting with their local stores in each Participating State	• Introduce and distribute *newly developed,* co-branded marketing materials for State departments, institutions, institutions for higher education, agencies and political subdivisions
• Fastenal WSCA support staff will send out survey to sales employees inquiring feedback on training, Government Sales team support, and available marketing materials	• Survey WSCA customers to develop case studies for our WSCA intranet site and other marketing channels
• WSCA article in our *Fastenal Quarterly* newsletter distributed to all 12,000+ employees	• Co-branded "Quarterly" newsletter is distributed via print and electronic media channels
	• Launch co-branded monthly or quarterly product promotions for Facilities Maintenance, Lighting and Industrial Supplies & Tool Products

STRATEGIC MARKETING
Fastenal's Marketing team is committed to promoting Fastenal's products, services, solutions, and preeminent customer service to all state government departments, institutions, institutions of higher education, agencies and political subdivisions. Our team will execute a strategic marketing plan that will be rolled out in conjunction with the WSCA implementation/ training program.









This plan will focus on promoting both organizations and will ensure that our sales force and current and potential government customers understand the power of Fastenal and WSCA working together. We will utilize our considerable internal resources to achieve success, including our in-house Marketing and Graphic Design teams, print shop, and vinyl shop.

Our go-to-market strategy is to educate our sales and support personnel, provide tools to grow our local sales representatives' business through the WSCA Master Service Agreement, and promote the WSCA agreement to our customers at every available opportunity.

MARKETING CHANNELS

Print Marketing



Our in-house Marketing, Graphic Design, and Print and Vinyl Shop teams will assist our Government Sales team and local stores in developing customized WSCA literature for our current and potential customers. Our teams work under quick turn-around times and are able to produce printed literature at a substantially lower cost than outside print vendors. We also publish barcodes on all of our printed literature, which allows us to track each piece's distribution and sales impact down to the individual customer level. Our print marketing materials include flyers, linecards, brochures, catalogs, direct mail, advertisements, and more.

Online Marketing



Fastenal.com

Over the past year, Fastenal has focused tremendous effort and resources toward improving our site functionality, performance, and product availability. By aggressively driving customers to our site, we have doubled the amount of account registrants, increased our conversion rate by 20%, and increased site visits by more than 15% – all in less than six months. The growing awareness of our website, both internally and externally, has created many opportunities for us to market our products, services, and solutions through targeted approaches via referral sources, searches on our website, etc. Upon award of the WSCA Master Service Agreement, our Web Marketing team will begin developing and monitoring WSCA's landing page and developing targeted campaigns to drive traffic to this page. Web promotions can also be developed at the discretion of WSCA and the Government Sales team.



Email Marketing

Fastenal's email marketing program has been active for over four years and currently reaches more than 280,000 active email subscribers. We will support the WSCA Master Service Agreement by developing co-branded, customized email campaigns. One thing that makes our program unique is that customers receive personalized emails from their Fastenal sales representative, improving campaign effectiveness while helping to grow customer relationships. Our email marketing program also offers detailed reporting for our Government Sales and local sales teams, which will be crucial to measuring the success of the email marketing program promoting the WSCA Master Service Agreement to current and potential customers.






Tradeshows/Events



Fastenal is committed to attending government tradeshows when applicable. Tradeshows we have attended and will continue to participate in are:

- NASPO
- NIGP
- Various Participating State shows, as opportunities arise
- Various Green/Sustainable and Supplier Diversity shows

We also host our own annual tradeshow events, which provide an excellent venue to showcase our government capabilities to thousands of employees, suppliers and customers. Upon award of the WSCA Master Service Agreement, Fastenal will commit to promoting and providing training for the WSCA contract at the Fastenal Customer Show in Indianapolis, IN as well as the Fastenal Employee Show in Orlando, FL

KEY IMPLEMENTATION & MARKETING SUPPORT CONTACTS

Pat Resch	VP of Marketing
Sally Olson	Corporate Marketing Manager
Joe McCormick	Graphics Manager
Mark McGroarty	Marketing Writer
John Soderberg	VP of Government Sales
Ryan Ash	Director of Government Sales – West
Kevin Fitzgerald	Director of Government Sales – East
Donnalee Papenfuss	Executive Director of Gov & Diversity Affairs
Melissa Harris	Director of Product Certification & Compliance

4.6.2. Detail the specific information, resources, and assistance the proposer will require from each Participating State to implement the contract.

The WSCA Contract Manager will work with each State to determine the information, resources and assistance required to implement the contract. As applicable, this information will be detailed in the participating addendum. **See Attachment #2 – Sample Participating Addendum.** Below are examples of the information and assistance we anticipate may be required from each Participating State:

- Identification of the champion within the State to facilitate the roll-out of the WSCA contract to State agencies and political subdivisions (if applicable)
- The State's expectations for participation and compliance
- Identify reporting points of contact for fee/rebate remittance (if applicable)
- Identify reporting points of contact for ESB/MBE/WBE/DV subcontracting plans and the negotiation of supplier diversity goals
- Identify the point of contact for Sustainability/Green reporting and establishment of goals
- Analyze historical spend information to identify high-use items for inclusion in the Customer Basket; identify products and services that represent the best value







- Work with State agencies to add products to the Custom Basket to provide an agency-specific customized market basket
- Key point of contact to provide ordering entity point of contact information and shipping locations
- Identify top customers within the State to include political subdivisions (if applicable)
- Establish clear time lines for contract implementation milestones and assign roles and responsibilities to each
- Marketing support – linecards, logos, landing page links on State's website
- Suggestions for local media and government trade publications for press releases
- Hosting of events and scheduling of contract kick-off events

4.6.3. *Describe how soon from execution of the participating addendum the online ordering system will be available to each Participating State. If a phased implementation is planned in terms of limited functionality vs. complete functionality, please specify.*

Fastenal's online ordering system is completely functional today. Within 3 to 5 days from the execution of a participating addendum and establishing an account number at the local Fastenal store, ordering entities will be able to view contract pricing when logged in with their store account number.

4.6.4. *Describe in detail the Proposer's experience when implementing customer relationships of equivalent size and complexity.*

The size and scope of the WSCA Master Service Agreement is unparalleled within the commercial marketplace. Fastenal is prepared to meet this challenge by drawing on our experience successfully implementing large and complex national account contracts with Fortune 500 corporations, including contracts with major corporations such as Procter & Gamble, Emerson Electric Company and Oshkosh Truck Corporation. In 2009 Fastenal was recognized by Procter & Gamble as a "Supplier of Excellence" for outstanding customer service, supplier diversity reporting, and green/sustainability products in support of 35 production facilities in the US. Fastenal's year-to-date sales with Procter & Gamble have surpassed $11,600,000. Fastenal's national account with Emerson Electric Company includes sales of more than $48,000,000 annually across 127 facilities worldwide. And our contract with Oshkosh Truck Corporation currently manages over 140 accounts for Oshkosh Truck in the US alone, with total sales in excess of $50,000,000.

Additionally, Fastenal has 10 years of experience implementing state-wide MRO contracts with cooperative use features which span the spectrum of city, county and state government agencies and utilizes participating addendums.

Fastenal's National Accounts department was created in 1995 to manage the company's contracts with large national and multi-national corporations who required uniform pricing and terms & conditions to be administered across multiple store locations to service the customer enterprise-wide. Fastenal's contract management department and our contract management







systems are by-products of the evolution of our National Accounts department over the past 15 years. Currently, national accounts represent approximately 40% of our company's sales, or nearly $1 Billion in revenue annually.

In 2000 Fastenal formally entered the government channel with the establishment of a Government Sales department whose mission is the penetration of local, state and federal government markets. Over the past decade, this initiative has driven some of the strongest growth in our company and has matured to become a national sales department with leadership from the Vice President of Government Sales, two Directors of Government Sales (East and West), the Executive Director of Government & Diversity Affairs and several leads in supporting departments such as Contract Management, Supplier Diversity, Green/Sustainability, Legal, Tax, Marketing, Product Development and Operations.

Our company's contract management system and internal controls will ensure sound administration of the pricing, terms and conditions. Clear policies, procedures and work instructions will ensure the sound execution of participating addendums and the administration of any unique terms & conditions. Our Government Sales department is well organized, highly motivated and supported by nearly 4,000 inside and outside sales people (approximately 5,800 individuals overall) within the 32 Participating States.

Finally, we recognize that this marketplace and the WSCA Master Service Agreement are unique and complex, and we fully understand that we must reach out to the leadership at WSCA to ensure success. This is why we have established robust and regular communications with WSCA leadership regarding our implementation plan, and why we have created a leadership position within our government sales team to marshal the WSCA contract through the implementation phase and foster the long-term growth of the contract.

To support the growth of the contract, we are committed to the development of the knowledge base and expertise of key staff through continued sponsorship and participation in training sessions, certification programs and events sponsored by the National Association of State Purchasing Officials (NASPO) and other professional development organizations such as the Responsible Purchasing Network (RPN) and the National Council for Public Procurement and Contracting (NCPPC).

4.6.5. *Describe any customization abilities for different States or political subdivisions within a Participating State.*

Tailored Local Inventory

The most important customization ability that Fastenal offers is the ability to customize the inventory stocked at our local stores to reflect the needs of individual State agencies or political subdivisions for same-day delivery. This ability to provide a custom stocking model based on historical usage and/or planned purchases is at the heart of why Fastenal is considered a ***Strategic Supplier*** as opposed to a transactional supplier.







Agency-Specific "Custom Baskets"
The "Custom Basket" is another area of customization offered. It reflects agency-specific, high-use items, green/environmentally preferable products, Supplier Diversity products, CRP products, and/or regional manufacturers.

Additional customization abilities include customized models for:

- Vending solutions **(see Attachment #3 – FAST Brochure and Sample Agreement)**
- Custom reporting capabilities
- Customized training for products/applications
- Safety
- Lean process improvement
- Cost savings

4.7. REPORTING CAPABILITIES

The proposer shall provide the State of Nevada Purchasing Division information on all reports that are available without charge, to include a brief description of the report and the frequency. The State of Nevada and Participating States will decide which reports are required and notify the successful proposer(s). If there are other reports available at additional pricing, information on these reports is also required. Please note the reporting requirement in the WSCA terms and conditions.

Administrative Reporting
Fastenal's Contract Management and Sales Support department administers all reporting that supports the remittance of WSCA rebates, Participating States' administrative fees, cumulative discounts, volume discounts and minimum spend discounts (if any). The frequency of the reporting is ideally quarterly. However, monthly reporting can be negotiated in the participating addendum if desired.

Fastenal's Contract Management system tracks all store accounts for WSCA ordering entities and generates the following reports from the invoice data which stratify the reporting requirements stated in the WSCA terms & conditions:

- Detailed Activity Report*
- Spend Summary Report*
- Spend by Concept (Product Category) Report*

* **See Attachment #10 – Sample Administrative Reporting**

Rebate and administrative fee remittance is substantiated by the above referenced reports. Fastenal has additional reporting available upon request to provide information regarding contract spend, high usage item reporting, invoice registers, outstanding invoice statements and payment trends as needed by the customer.







Supplier Diversity Reporting
Tier 2 reporting is available on a quarterly basis and is available in multiple formats to meet each WSCA purchasing agent's needs. Online reports, Excel spreadsheets, Word documents and other media can be made available upon request. Each Participating State will need to work with the SBLO & Supply Chain Diversity Manager to ensure proper reporting is made available throughout the life of the contract. **See Attachment #11 – Sample Tier 2 Supplier Diversity Reporting.**

Environmentally Preferred Products Reporting
Fastenal's Sustainable Products Coordinator manages reporting to customers regarding environmentally preferred products (EPP). This report is available on a quarterly basis. For the proposed market basket, over 100 EPP solutions have been identified to offer WSCA purchasing agents. In addition to the proposed items, Fastenal's Sustainable Products Coordinator will review usage and suggest environmentally preferred alternatives throughout the life of the contract. **See Attachment # 12 – Sample Sustainable Products Reporting.**

Fastenal Automated Supply Technology (FAST) Reporting
In addition to controlling product consumption, our FAST vending solutions support detailed visibility into usage all the way down to the individual user. Prior to vending an item, users can be prompted to enter up to five levels of user-defined information (e.g., department, group, cost, center, project, etc.), enabling management to track usage accordingly. Because the software that runs the machines is web-hosted, all of this information is available online in real-time, 24/7. Transactional reports can be uploaded into the customer's ERP system. **See Attachment #13 – Sample FAST Industrial Vending Reporting.**

Workflow Management Reports via Online Catalog
The Workflow Management feature within the WSCA online catalog has built-in reporting capabilities for managers to view, authorize and approve purchases made online. This feature provides the ability to define three levels of authorization, access and approval. The top level has authorization ability and visibility globally. The second level allows certain personnel to authorize and approve orders, with visibility to all orders they have approved. These users also have the ability to order. The third level has access to order only, with no authority to approve orders. **See Attachment # 4 – Sample Fastenal.com Screen Shots (Workflow Management).**

WSCA Online Catalog Reporting
Fastenal's online ordering system provides robust reporting for ordering entities to manage their budgets and track their purchases. Available online reporting includes:

- **Open Balances and Statements –** View and print any Fastenal invoice with an open balance. This includes all orders placed with Fastenal, regardless if placed online or not.
- **Order Status and Tracking –** WSCA ordering entities can see the status of their orders at anytime during the order process. UPS tracking numbers are made available in status updates where applicable, and the local store can provide tracking information on store-delivered parts.
- **Order History –** View history of orders placed online with Fastenal.com. History orders can be reordered and edited for future use.







Cost Savings & Continuous Improvement Documentation and Reporting
Fastenal can provide monthly cost savings reports documenting our progress towards a mutually agreed upon cost reduction target goal. Hard and soft cost savings are reported through Fastenal's point-of-sale (POS) computer system, which will document our progress towards your cost reduction target on a daily basis. Some of the metrics that are typically targeted for cost savings reporting include:

- Hours saved in receiving
- Hours saved in disbursement
- P.O.'s reduced as result of blanket P.O.
- Invoicing savings via EDI transactions
- Material substitution
- High-volume part conversion
- Longer product life
- Site surveys
- Training seminars
- Emergency service
- Inventory reduction
- Reduced invoices through VMI
- Committed store inventory

See Attachment # 14 – Sample Cost Savings Documentation Reporting.

In addition to the reporting capabilities requested above please thoroughly explain your company auditing policy to ensure that pricing and services are in compliance with the contract. Explain your policy for revenue recovery in the event that any auditing reveals incorrect pricing.

Fastenal conducts price audit reviews periodically based on the needs of the customer. If a price audit reveals any pricing inaccuracies due to timing or other issues, Fastenal will communicate the results to the contract holder and settle any discrepancies through check or account credit at the contract holder's discretion.

4.8. SUSTAINABILITY/ENVIRONMENTAL PRACTICES

4.8.1. Describe Proposer's environmental practices that are applicable to items that Proposer markets. Provide links to your published statements and policies.

Fastenal's green policy is to proactively seek ways to improve our green credentials as part of our continuous process improvement. Our green strategy is also aligned with our government contract compliance initiatives and corporate social responsibility initiatives. It is our mission to operate our business in the most environmentally-friendly way possible. This includes:

- Establishing a green product offering from key vendors for national distribution and clearly identifying those items in our marketing materials, catalog and web site
- Purchasing green products from our suppliers
- Reducing waste and recycling & reusing materials at every opportunity
- Reducing our electrical energy consumption
- Designing distribution routes to minimize fuel consumption
- Encouraging car pooling and responsible business travel
- Repairing rather than throwing away whenever possible
- Capturing green consumption data on our usage reports and cost savings documentation






- Receiving electronic POs, invoices, and other business documents from vendors and customers whenever possible
- Use of recycled packaging – boxes, bags (latex free), composite totes, composite pallets
- Truck routes are established with Global Information System (GIS) to maximize fuel efficiency
- Energy efficient lighting in our Distribution Centers
- Cardboard Recycling Centers in our Distribution Centers

Visit http://www.fastenal.com/web/aboutUs.ex?action=Green to view Fastenal's Green Corporate Responsibility statement. **See Attachment #15 – Green Products and Services Brochure.**

Green Benefits of Fastenal Automated Supply Technology (FAST) – Industrial Vending
The 2,000 bright blue Fastenal Automated Supply Technology (FAST) vending machines implemented in customer facilities across the U.S. are actually *green*. The core environmental benefit of the machines is that they reduce wasteful consumption – a result of supervisors being able to set controls limiting usage and track exactly what each employee is vending. This visibility and control creates a green ripple effect – because fewer products are used, fewer need to be produced, transported and disposed of. Additional environmental benefits result from the system's automated ordering process, web-hosted software, and re-stocking services by the local Fastenal store.

FAST vending solutions "green" checklist:

- ✓ **Reduces product consumption** – many customers are reducing consumption by 30% or more, which translates into fewer items produced, creating less waste
- ✓ **Automated reordering** – the local Fastenal store receives an automated order when stock runs low, eliminating paperwork, and in turn, paper, ink, toner, and processing
- ✓ **Eliminates stock outs and rush orders** – no extra trips, saves fuel, lowers emissions
- ✓ **It's a true Internet appliance** – meaning no hard drives to draw power, and no extra PCs to end up in landfills

See Attachment #16 – City of Sacramento FAST Case Study to get a better understanding of how agencies are using FAST vending machines to reduce waste and drive cost savings. (A vending agreement may be executed as part of a State's participating addendum.)

4.8.2. Use of single plastic resins in plastic components weighing more than 100 grams; Clear and visible labeling of plastic types in components weighing more than 25 grams.

Fastenal's approved vendor base includes leading manufacturers of nationally recognized name-brand products and private label brands. These manufacturers are audited by Fastenal for quality, safety, environmental practices and other factors. Fastenal's Standard Operating Procedures document, which is incorporated into our Supplier Agreement, includes expectations for manufacturing best practices regarding the use of single plastic resins.







4.8.3. Avoidance of paints, including metallic paints on any internal or external plastic housing.

Fastenal's approved vendor base includes leading manufacturers of nationally recognized name-brand products and private label brands. These manufacturers are audited by Fastenal for quality, safety, environmental practices and other factors. Fastenal's Standard Operating Procedures document, which is incorporated into our Supplier Agreement, includes expectations for manufacturing best practices regarding the avoidance of paints on plastic housing.

4.8.4. Equipment that is assembled in such a way that components may be dismantled easily so that individual components may be disassembled, separated, identified and reused or recycled easily.

Fastenal's approved vendor base includes leading manufacturers of nationally recognized name-brand products and private label brands. These manufacturers are audited by Fastenal for quality, safety, environmental practices and other factors. Fastenal's Standard Operating Procedures document, which is incorporated into our Supplier Agreement, includes expectations for manufacturing best practices regarding the assembled components. In addition, our in-house design and engineering team works directly with manufacturers during the design stage to reduce SKU counts for assembled components and moving parts.

4.8.5. Provide a list of products for which you provide end of life take-back and recycling (e.g. fluorescent lamps, batteries, solvents, metals, etc.). List subcontractors if any you use for these services. List any fees or conditions for these services. Certificates of Disposal must be provided for hazardous waste. This is an EPA requirement.

Through our partnerships with Veolia Environmental Services and Call2Recycle, our stores serve as local collection sites for the recycling of batteries (Call2Recycle) as well as fluorescent lamps and ballasts (Veolia). Subcontractors used for these services are referenced in Attachments A and B: Veolia Environmental Services and Call2Recycle. The price of recycling kits includes container, liner, instructions, prepaid return shipping, recycling and documentation.

4.8.6. All proposers are encouraged to offer packaging which minimizes or eliminates the use of disposable containers; is made from recycled content; contains a minimum of 25% by weight of post consumer materials; and/or meets or exceeds the minimum post consumer content level for respective packaging in the U.S. Environmental Protection Agency Comprehensive Procurement Guidelines.

Proposers are encouraged to provide packaging that does not contain inks, dyes, pigments, adhesives, stabilizers, or any other additives to which any lead, cadmium, mercury or hexavalent chromium has been included as an element during manufacture or distribution in such a way that the sum of the concentrations levels of such lead, cadmium, mercury or hexavalent chromium exceed the following concentration level: 100 parts per million by weight (0.01%).

Describe in detail how your packaging complies with the above criteria. Describe in detail how your shipping promotes environmentally sound practices as listed above.







Fastenal has implemented the above expectations and guidelines into our Standard Operating Procedures (SOP) document. This document is provided to every vendor Fastenal distributes products for at the beginning of the relationship and each year at contract renewal time. These expectations are reviewed and managed by the Supplier Operations and Logistics teams to ensure that compliance and guidance is provided. Local Fastenal stores utilize latex-free bags and recycled content boxes when packaging product for customers. Recycled content bags are available upon request, and most can be re-used and/or recycled.

Our network of regional distribution centers, semi trailers and local delivery vehicles gives us total control over our supply channel, enabling us to make route-planning and logistics decisions that minimize fuel consumption. Meanwhile, our local presence at 2,300+ stores allows us to tailor local inventory based on usage to anticipate customers' needs, reducing the need for fuel-intensive air freight and rush orders. Local stores also make more than 30% of our total company purchases, which promotes local purchasing and sustainable practices.

4.8.7. Explain on-line search capabilities for products that are environmentally safe.

For the proposed market basket, more than 100 environmentally preferred product (EPP) solutions have been identified to offer WSCA purchasing agents. In addition to the proposed items, Fastenal's Sustainable Products Coordinator will review usage and suggest environmentally preferred alternatives throughout the life of the contract.

WSCA ordering entities are encouraged to purchase Green/EPP items, either by shopping for green items or refining by green attributes.

In addition, the Environmental Awareness page on the WSCA online catalog organizes Green/EPP solutions by product category (cleaning solutions, lighting, waste disposal, etc.). This page also offers information about our recycling programs as well as tips to conserve energy and keep toxins out of the environment.

4.8.8. Describe on-line and catalog descriptions that explain 3rd party certifications and in-house green labeling criteria.

Icon guides are presented throughout Fastenal.com and catalogs. Our Green Product Identifier (displayed on the right) highlights both non-certified and 3rd party certified products throughout all marketing pieces. Within the item detail of each piece, supporting information is provided stating applicable 3rd party certifications and/or the manufacturer's claim as to why the product is environmentally preferred. An example of item level detail is provided on the following page.






10.40"x13.3" White 1-Ply TRADITION C-Fold Paper Hand Towel 200Count
KIMBERLY CLARK CORPORATION

Janitorial > Wiping Products > Paper Towels



General Information

Fastenal Part No. (SKU)	0602824
Manufacturer Part No.	02920
UNSPSC	27111905
Notes	SCOTT® 100% Recycled Fiber C-Fold Towel, Made with 100% recycled fiber. Meets EPA standards for minimum post consumer waste content (towels: 40%) and is Green Seal TM Certified. Green Seal TM Certified products contain 100% recovered paper fiber and 75% post-consumer materials, and meet the Green Seal TM environmental standard for bleaching, deinking and packaging. Towel codes contain no added fragrances. 1-ply, white. 200 towels/pack; 12 packs/case
Category	Janitorial > Wiping Products > Paper Towels

The following is a list of certified and non-certified environmental product categories that make up the 3,000+ green products available to WSCA purchasing agents:

3RD Party Certified

- Green Seal
- EcoLogo
- GREENGUARD
- SFI: Sustainable Forest Initiative
- FSC: Forest Stewardship Council
- DfE: Designed for the Environment

Non-Certified Areas of Focus:

- **Recycled Content** – The U.S. Environmental Protection Agency (EPA) published the Comprehensive Procurement Guideline (CPG) to encourage the use of materials recovered through recycling with the goal to reduce the amount of disposed waste.
- **Energy Reduction** – Products are available to enhance energy efficiency and productivity; bring clean, reliable and affordable alternatives to the marketplace; and make a difference in the everyday lives of Americans by enhancing their energy choices.
- **Green Cleaning –** Green cleaning alternatives help reduce air and water pollution and global climate change. These products promote recycling, reduce the use of raw materials and minimize the use of toxic products that require disposal.






- **USGBC –** The U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) has become a standard for green buildings. This standard requires green/sustainable product solutions (from building materials to facilities maintenance items), which Fastenal can provide.
- **PVC-Free –** PVC has been called the "poison plastic" because when PVC is placed in landfills or incinerated, dioxins are released in our land, air and water tables where people live and livestock feed on grass, eventually ending up in the food we eat. Fastenal offers the only line of hearing and respiratory products that are 100% PVC-FREE. Packaging is also PVC-FREE.

4.8.9. All drums shall remain the property of the supplier. Empty drums shall not become the property of the affected state entity under any circumstance or condition. All empty drums, including their respective caps, plugs, or bungs, shall be collected by the supplier within a reasonable time frame specified by the affected state entity for reuse or recycling via the most reasonable transport method.

All drums shall remain the property of Fastenal. Empty drums, including their respective caps, plugs and bungs, will be collected by the local Fastenal store within a reasonable time frame as specified by the state entity. Fastenal will reuse or recycle the drums after they have been transported back to our distribution center via company-owned transport, which is the most reasonable transport method available.

4.9. DISASTER RECOVERY

Please describe your emergency management plan to aid States during an emergency or disaster recovery. Be specific as to response time, supplies availability and other goods and services that you offer.

Whether it's a pandemic flu or a tornado that hits a small community, the impact of a disaster is felt *locally* and the response is best mobilized on the local level. Although many disasters may not interest the national news media, the event is urgent to those impacted and the response time is paramount. In most cases, these isolated local events are what states are dealing with on a regular basis.

To better understand what Fastenal brings to support each WSCA Participating State's emergency management plan, it's important to truly understand what Fastenal offers. With 2,300+ U.S. locations, we truly are where you are. Our network of stores is supported by 11 distribution centers strategically located across the U.S. One thing that differentiates Fastenal within the industrial supply marketplace is that we own our transportation routes. Our stores are serviced by our own fleet of 175 semi trailers, 68 straight trucks and 80 sprinters, so we don't have to rely on third-party carriers during times of need. With our fleet of vehicles, investment in locations, over half a billion dollars in available inventory, and deep experience moving products, we own not only the products but also the *process* – from the beginning of the supply chain to its destination, the customer.







Fastenal's distribution network is the largest and most sophisticated of its kind in the industrial supply industry, and when coupled with local Fastenal employees, provides the customer with a valuable resource during times of need. Unlike traditional catalog houses that rely only on Internet ordering and a limited physical presence, Fastenal integrates our Internet ordering capabilities with feet on the street, brick and mortar, and product for immediate deployment. This combination has enabled us to effectively respond to emergencies when the time called for it, most notably following the 9/11 attacks (when we provided a dedicated trailer and sales personnel on-site at the Pentagon during reconstruction), Hurricane Katrina, the 2008 Midwest floods, recent flu pandemics, the Haiti earthquake, and most recently, the city of Nashville flood.

A quick, effective response requires planning. That's why Fastenal works closely with states at the procurement planning level – from the Departments of Health and Homeland Security to port authorities and local cities. Our collaboration involves developing plans to deploy people and products on predetermined time frames. We stick with predefined action items occurring after 12 hours, 24 hours, 48 hours, 72 hours, and one week following an event. Although each state's needs vary due to proximity and predisposition, the process is methodical – people, planning, defining potential events, responding to the actual occurrence, proximity, products and logistics. Below are items of discussion that are typically addressed during planning meetings:

- Assess potential risks for disaster (preparing)
- Identify key points of contact within the state and Fastenal, local staff and contact information
- Identify strategically defined locations within the State and satellite locations
- "Go Kits" – pre-assembled kits to deploy during time of need; often requires multiple suppliers working together at consolidation points and a predetermined number of kits and shipment locations
- Logistics – utilizing Fastenal's fleet of approximately 5,000 vehicles to quickly deliver needed product
- Potential roadblocks – proximity of event and impact to strategic locations
- Response times: 12 hrs, 24 hrs, 48 hrs, 72 hrs, and 30-day Continuity of Operations plan
- Considerations: proximity of event, population density, warehouse/storage space, logistics, response times, relocation, primary and secondary items/commodities
- Inventory assessment and monitoring of potential high-demand products (defining)
- Working with manufacturers on logistics and specific inventory items, including our regional distribution facilities
- Deployment of containers, products, and kits, in addition to working with similarly situated distributors to provide the customer with distribution routes where possible.

See Attachment #17 – Fastenal Disaster Recovery Linecard.







4.10. EMERGING SMALL BUSINESS (ESB), MINORITY BUSINESS ENTERPRISE (MBE), WOMEN BUSINESS ENTERPRISE (WBE), and DISABLED VETERAN OWNED BUSINESS

Some Participating States, may desire to purchase products and services from ESB/MBE/WBE/DV companies. Some Participating States may or may not have an ESB/MBE/WBE/DV program and therefore each state will integrate this desirable into its participating addendum, if applicable. In some Participating States, to qualify as an ESB/MBE/WBE/DV supplier the listed companies must be registered with either the government or a recognized certifying entity and provide a certification type and number. Registered ESB/MBE/WBE/DV companies must be operating from a legitimate commercial site, carry all applicable insurance policies, required business licenses, and have operated continuously for at least two years. Please explain how the Proposer will provide opportunity for, ESB/MBE/WBE/DV companies.

Fastenal's growth is driven by our commitment to customer service. That includes providing innovative solutions to our customers' challenges, an undertaking that today demands an ability to analyze and solve problems from various points of view. In 2009, Fastenal's sales of WBE/MBE products exceeded $41 million, representing over 200 woman-owned manufacturers and over 30 minority-owned manufacturers. More than 1,000 ESB/SBE manufacturers are included in our Tier 2 program, accounting for over $200 million in sales in 2009.

We strongly believe that our Supply Chain Diversity program plays an important role in our mission to create value for our customers and shareholders. By continuing to aggressively bring together diverse business enterprises, we look forward to building productive relationships and new opportunities for all of our business partners

Fastenal's Supply Chain Diversity team has an understanding of each WSCA State's ESB/MBE/WBE/DV program. This team is dedicated to meeting those needs by providing local service and support through each Fastenal store. Educating each servicing store on the availability of ESB/MBE/WBE/DV products is key, followed by continuous outreach to help increase participation and create opportunities for local businesses.

For the proposed market basket, Fastenal's Small Business Liaison Officer (SBLO) has identified over 200 products made by ESB/MBE/WBE/DV manufacturers. Throughout the life of the contract, the SBLO will focus on historic usage to identify areas for increased participation and share those opportunities with the servicing Fastenal stores and WSCA procurement agents.

Tier 2 reporting is available on a quarterly basis and is available in multiple formats to meet each WSCA purchasing agent's needs. Online reports, Excel spreadsheets, Word documents and other media can be made available upon request. Each Participating State will need to work with the SBLO & Supply Chain Diversity Manager to ensure proper reporting is made available throughout the life of the contract.

To the right is our Supplier Diversity identifier, which is published on catalogs, marketing materials and Fastenal.com. This icon indicates product supplied by a SBE, MBE, WBE, SDB, HUBZone, VBE, or SDVBE certified business.






At a minimum, the following policies and practices must be described in detail:

4.10.1 Describe in detail how the Proposer will work with the registered companies to determine what products can be a part of the contract.

Each registered company will have a set of guidelines regarding the level type of certifications that may apply. Fastenal's Supplier Diversity Team is aware of each WSCA State's programs for ESB/MBE/WBE/DV's, and products offered and proposed will work towards meeting those goals. Below is a list of groups we are committed to working with to promote opportunities and outreach for local businesses upon award. Outreach includes trade show involvement, workshops and training, and the monitoring of performance to evaluate compliance with the agreed upon goals.

Each Participating State has a Unified Certification Program plan that will be supported by Fastenal's Diversity Team and initiatives. The Supplier Diversity team will review supplier profiles and help match the customer's needs to the supplier's capabilities. Additional focus:

- Potential early involvement in the design and establishment of requirements
- Realistic and understandable specifications
- Accurate forecasting of our anticipated needs and timely distribution of pertinent information

4.10.2 Describe in detail how the Proposer will track all ESB/MBE/WBE Products and services, including ordering, delivery, and invoicing.

Detailed usage reporting will be made available to each participating WSCA State and/or WSCA administrators. Although there is a standard report format, Fastenal is able to customize the format of these reports to meet each purchasing agent's needs. From online reports to Microsoft Excel forms, reporting can provide as little or as much detail as needed to promote participation throughout the life of the contract.

Today, all reports are based on historic invoice summaries. Every purchase made is reviewed over a specific time period.

4.10.3 Provide a list of Products that may be available to be purchased from ESB/MBE/WBE companies under the proposed Contract.

Over 200 products were identified as ESB/MBE/WBE/DV manufactured items on the proposed market basket. Product categories that applied are as follows: Janitorial, HVAC, Safety Supplies, Material Handling, Electronic Supplies, Paints & Chemicals, Lighting, Abrasives, Tools & Equipment, Fasteners and Office Equipment.







See Attachment #18 – Supply Chain Diversity Vendor Directory for a list of key ESB/MBE/WBE/DV suppliers and their product offering overview. Every product category has options to support this initiative.

4.10.4 Describe how Proposer will make best efforts to increase the number of Products available to Authorized Purchasers under the Contract acquired from ESB/MBE/WBE businesses.

After each reporting period, the Supplier Diversity Team will review usage to identify areas for improvement in terms of participation with ESB/MBE/WBE manufacturers. Best efforts are focused on working with servicing Fastenal stores and the end users (departments within a Participating State).

Awareness of our ability to work with ESB/MBE/WBE suppliers will lead to opportunities to employ alternative solutions and products throughout the life of the contract. When identifying product alternatives, our Supplier Diversity Team will present options to switch from a Large Business-manufactured item to an ESB/MBE/WBE-manufactured item. With support, future sales of these item(s) will increase participation for the next reporting period and help generate business for the U.S. ESB/MBE/WBE.

4.10.5 Describe what other products or services the Proposer can offer within a category that supports ESB/MBE/WBE suppliers.

Recognizing that many of our customers have supplier diversity requirements and initiatives, Fastenal is committed to not only promoting diversity within our company, but also across our supply chain. To that end, we've developed a three-pronged approach to supply chain diversity that includes supplier diversity, vendor diversity and a 1st tier authorized reseller program.

Fastenal's Supply Chain Diversity program establishes strategic alliances with small businesses serving as authorized channels of distribution for Fastenal's products and services. Fastenal's 1st tier program features strategic partners with a wide range of manufacturing, distribution and service capabilities as well as a full complement of supplier diversity certifications, including ESB/MBE/WBE/DV.

The full line of Fastenal's fasteners and industrial supplies are available for purchase through our authorized resellers. Some resellers are stocking distributors; others are service providers with agreements for Fastenal to provide logistics and distribution services in support of their customers' requirements. All authorized resellers are the vendor of record – responsible for contract negotiations, pricing, invoicing and accounts receivable management.

Fastenal will work with Participating States during the negotiation of the participating addendum to determine any opportunities that exist for ESB/MBE/WBE/ DV certified by that State for the distribution of Fastenal's products under the WSCA Master Service Agreement. These relationships may be considered subcontractors and if required by WSCA all relevant documentation and insurance certifications will be provided and approved prior to the execution of any agreement with an authorized reseller.







Community Rehabilitation Program (CRP) / Qualified Rehabilitative Facilities (QRF):

4.11.1 Describe how the Proposer supports the use of products and/or services sourced from QRF and the CRP programs.

Fastenal is a long-standing supporter of the employment of people who are blind or disabled, with years of participation at the state level, through the Community Rehabilitation Program, and at the federal level, through the Ability One Program (formally JWOD).

Over the past decade Fastenal has retained the services of the Winona Occupational Resource Center (ORC). Since 1973, Winona ORC has served community members by providing job-related services and learning opportunities in Southeast Minnesota and Western Wisconsin. Winona ORC is a 501(c)3 non-profit which partners with more than 40 businesses to create job opportunities as part of Minnesota's Community Rehabilitation Program (CRP).

Fastenal employs between 12 and 36 individuals at the Winona, MN distribution center through ORC's Supported Employment program. The Supported Employment program provides gainful employment, independence, and community integration to adults with disabilities. The services offered are job development, job placement, assistance in developing resumes and written letters, on the job training, follow-up services and support on and/or off the work site, and coordination with Fastenal. By definition, supported employment means that an individual is hired directly by Fastenal and earns a competitive wage. WORC staff maintain ongoing contact with both the individual and Fastenal to identify goals, assist in maintaining the position, and help with problem solving as needed.

On the federal level, Fastenal has been an authorized distributor of Ability One products since 2001. Additionally, we have entered into strategic alliances with various National Industry for the Blind agencies in support of government contracts for the operation of Base Supply Store and Base Service Center contracts.

To support the QRF and CRP programs under the WSCA Master Service Agreement, Fastenal will seek to expand our relationships with CRP and QRF organizations. We will work to identify additional employment opportunities at our corporate headquarters and throughout our distribution centers for individuals with disabilities served by the CRP or QRF programs.

Additionally, Fastenal will work with the CRP programs within the Participating States to identify items on the procurement list that are within the scope of Facilities Maintenance, Lighting, Industrial Supplies and Tools. Fastenal will work with the ordering entities for inclusion of CRP and QRF procurement list items in the "Core Basket" of items to be stocked at the local store. Price will be negotiated under the terms and conditions of non-standard items.







4.12 RETAIL STORE PURCHASES/WILL CALL:

Describe the availability of contracted items through Proposer's branch locations. Please provide a list of branch locations that provide a will call service in each of the Participating States.

Provide a narrative that explains how authorized purchasers will be able to make purchases at will call branch locations, make payment for those items and have those items included in the reporting described as described in Section 4.7.

Fastenal's national footprint of 2,300+ retail stores

Today, Fastenal provides hundreds of thousands of customers with the products and services they need, in ways that allow them to minimize waste and costs. The cornerstone of our value offering is our local store network. Each of our 2,300+ stores is a one-stop, full service source for a vast range of products – focused on meeting local customers' needs, backed by our global distribution strength **(see Attachment #19 – List of Local Fastenal Stores)**. This store based service model enables us to:

- Stock product locally for immediate availability
- Tailor local store inventory to match our customers' needs
- Manage customers' inventory to lower their total cost of ownership
- Provide personal, flexible service that's recognized as the industry standard

In addition, our stores are located in the communities they serve, paying local taxes, hiring local employees, experiencing the local business environment, and understanding the culture and MRO requirements unique to that area. **See Attachment #6 – WSCA Participating States Economic Impact Statement.**

How authorized users can make purchases at the local Fastenal store

Local stores are open during normal business hours of 7:30 a.m. to 5:00 p.m. Monday through Friday. Stores may be opened after hours for emergency operations as prescribed by the participating addendum's disaster recovery plan (if applicable).

Local Fastenal store location information is available 24/7 via www.fastenal.com under the Store Locator as well as in the local phone books in more than 2,300 markets.

With more than 2,300 retail locations in the United States, Fastenal is uniquely positioned to capture emergency, spot buy and unplanned purchases from State and political subdivisions (if applicable). Irrespective of the ordering method – online, phone, fax, will call or walk-in/walk-out – the local store is the primary point of fulfillment for the customer. Ordering entities are able to make a purchase at the local store by establishing an account specific to their ordering entity. The store account is linked to the WSCA Master Service Agreement via Fastenal's Contract Management System – see the Contract Management section for a detailed description of how the WSCA Master Service Agreement and participating addendum T&C are administered to the local store account.






WSCA Participating State ordering entities will find the service provided by the local store outstanding. In 2007 Fastenal implemented a program which expanded the company's outside sales force at the local level. Each Outside Sales Person, as well as the store General Manager, has a local book of business and the responsibility to make consistent, regular sales call on their local customers.

After an account has been opened by a WSCA ordering entity, it is automatically loaded into Fastenal's Customer Relationship Management (CRM) tool and populated into the Outside Sales Person's sales zone, establishing a relationship between the Outside Sales Person and the customer. This level of local sales support and accountability is unparalleled among industrial supply distributors, and Fastenal customers rely on their direct relationship with local personnel who can solve problems, provide on-site/on-call service, and support their needs. This is what sets Fastenal apart in the eyes of our customers – knowing that their dedicated Outside Sales Person will be stopping by to assist with product requisition, answer sourcing questions, provide local insight into supply chain solutions, and help out with demonstrations, promotions, training, product applications, new item introductions, warrantee issues, and/or recycling programs.

Fastenal has made a multi-million dollar technology investment in MC70 hand-held computers for every Outside Sales Person. This technology is a force multiplier, putting the power of the Fastenal store in the hands of outside salesperson. Utilizing the MC70, the Outside Sales Person can check inventory availability at the local store, in the regional distribution center, or within all of Fastenal's distribution centers. The Outside Sales Person can take an order for a catalog item or quoted non-catalog items – all during the sales call. Bin-stocking services are performed on site by utilizing the MC70 to scan the bar code label on the bin and relay the min/max information to the local store's point of sale (POS) system for re-ordering. The MC70 device is also used by the Outside Sales Person to manage his/her sales call schedule, meeting notes and action items.

Availability of contracted items through store locations
All contract items are available for purchase from the local Fastenal store. The single most powerful feature of the Fastenal store model is the ability of the local store General Manager to stock inventory to meet their local customers' needs based upon historical usage patterns or forecasts. While not every market basket or catalog item is part of our retail stores' standard inventory model, the ability of the District Manager and Store Manager to make decisions about what inventory needs to be stocked in addition to the standard store stock creates an environment whereby the local store can decide to stock any item that a WSCA ordering entity requires to be on-hand and available for same-day, 24 or 48 hour delivery. Whether or not the item is in stock at the store does not take away from the fact that all market basket items, catalog items and non-standard items can be ordered from the retail store. **See Attachment #20 – Supply Chain Lean Transformation Linecard.**

How authorized purchasers will be able to make payment
Authorized purchasers can make payment via credit card at the store or they can order on account and be invoiced for payment via check or EFT.







How contract pricing, terms & conditions are administered to the local store accounts and resulting sales are tracked for reporting purposes in accordance with section 4.7

Fastenal's Contract Management System drives compliance to the Fastenal store point of sale (POS) system. A signed and executed participating addendum is required that clearly identifies eligible ordering entities before any store account is linked to the WSCA Master Service Agreement. The function of linking store accounts to the Contract Management System establishes the relationship between the ordering entity's account at the store and the terms, conditions and pricing of the WSCA Master Service Agreement. It also ensures that all accounts are tracked for sales reports that drive rebates, fees and additional discount administration. See section 4.3 (Contract Management) for a detailed explanation of how the pricing, terms & conditions are administered to the local store accounts.

4.13 GROWTH INCENTIVES:

4.13.1 Describe in detail any contract growth incentives, e.g. larger revenue, different levels of discounts for large orders that may be offered to the Participating States/purchasing agency.

Growth rebates may be administered by State/participating addendum on large orders on a case by case basis and administered on local level at the Fastenal store. Deviation to the contract price will be reported as general discounts offered.

4.13.2 Describe in detail any incremental pricing incentives for on-line ordering verses fax or call in ordering.

None.

5. COMPANY BACKGROUND AND REFERENCES

See State Documents Tab

6. SUBCONTRACTOR INFORMATION

6.1. Does this proposal include the use of subcontractors?

Yes X____ *No* _____ *Unknown* _____

If "Yes", proposer must:

6.1.1. Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services.






Veolia Environmental Services – RecyclePak® fluorescent lamp recycling
Fastenal has partnered with Veolia Environmental Services to distribute RecyclePak. RecyclePak is a prepaid recycling program that allows a customer to purchase a container, fill it with the appropriate waste stream, and ship it back to Veolia's recycling facility using FedEx Ground at no additional cost. When processed, the customer receives a Certificate of Acceptance for Recycling which documents compliant recycling of the waste materials. RecyclePak is completely prepaid and comes with everything Fastenal needs to sell recycling and everything our customers need to properly recycle fluorescent lamps, ballast, batteries, mercury waste and computer electronics.

The Rechargeable Battery Recycling Corporation (RBRC) – Call2Recycle
To support our battery recycling program, Fastenal has teamed with the Rechargeable Battery Recycling Corporation (RBRC). RBRC is a non-profit public service organization dedicated to recycling used rechargeable batteries and old cell phones. RBRC collects the nickel cadmium (Ni-Cd), nickel metal hydride (Ni-MH), lithium ion (Li-ion), and small sealed lead *(Pb) rechargeable batteries that power a variety of portable electronic products such as cellular and cordless phones, power tools, laptop computers, camcorders, two way radios, and digital cameras.

Our Fastenal salespeople are constantly out visiting and working with our customers, so even if the customer can't make it in to one of our branches, they can simply hand the products that need to be recycled to our salesperson, who will take care of recycling it. This is an advantage that Fastenal has over most other drop-off sites that RBRC works with.

6.1.2. Provide the same information for any proposed subcontractors as requested in the Primary Proposer Information section.

Primary Proposer information for subcontractors is in section 5 under the State Documents tab:

1. Veolia Environmental Services
2. The Rechargeable Battery Recycling Corporation (RBRC)

6.1.3. References as specified above must be provided for any proposed subcontractors.

All subcontractors' references have been provided within the Primary Proposer (subcontractor) information as well as questionnaires submitted by the subcontractors' references – see State Documents tab

6.1.4. The State may require that the awarded proposer provide proof of payment to any subcontractors used for this project. Proposals should include a plan by which, at the State's request, the State will be notified of such payments.







Upon request Fastenal will provide proof of payment to any subcontractor used for this project. The plan to require proof of payment will be addressed in each State's participating addendum if required. Every subcontract is established in Fastenal's account payable system, and reporting is available to demonstrate the account payable value and payment remittance information to the satisfaction of the State.

6.1.5. *Primary proposer shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the using agency.*

Fastenal will not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the using agency.

6.1.6. *Primary proposer must notify the using agency of the intended use of any subcontractors not identified within their response and receive agency approval prior to subcontractor commencing work.*

Fastenal will notify the using agency of the intended use of any subcontractors not identified within the company's response and receive agency approval prior to subcontractor commencing work.

SUSTAINABLE FORESTRY INITIATIVE Certified Fiber Sourcing www.sfiprogram.org
FSC SGS-COC-006297
All materials printed in-house by the
Fastenal Print Shop







Attachments

Attachment #1	Detail Activity Report
Attachment #2	Sample Participating Addendum
Attachment #3	FAST (Industrial Vending) Brochure, Sample Agreement and Order Form
Attachment #4	Sample Fastenal.com Screen Shots
Attachment #5	Meet WSCA Account Service Team (Bios and Commitment Statements)
Attachment #6	WSCA Participating States Economic Impact Statement
Attachment #7	Fastenal's Key Partners Safety Program
Attachment #8	Fastenal/WSCA Linecard
Attachment #9	Fastenal/WSCA Implementation and Marketing Materials
Attachment #10	Sample Administrative Reporting
Attachment #11	Sample Tier 2 Supplier Diversity Reporting
Attachment #12	Sample Sustainable Products Reporting
Attachment #13	Sample FAST Industrial Vending Reporting
Attachment #14	Sample Cost Savings Documentation Reporting
Attachment #15	Green Products and Services Brochure
Attachment #16	City of Sacramento FAST (Industrial Vending) Case Study
Attachment #17	Fastenal Disaster Recovery Linecard
Attachment #18	Supply Chain Diversity Vendor Directory
Attachment #19	List of Local Fastenal Stores
Attachment #20	Supply Chain Lean Transformation Linecard

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Western States Contracting Alliance
Detail Activity
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Version: Audit
Report Date: mm/dd/ccyy

	Field Name		Field Description		Data Type		
1	VENDOR NAME		Vendor name		Alpha Numeric		
2	VENDOR CONTRACT NUMBER		Lead State assigned contract number (using Lead State's numbering protocol)		Alpha Numeric		
3	STATE		State postal abbreviation code (Alaska = AK, Missouri = MO, etc.)		Alpha Numeric		
4	CUSTOMER TYPE (SEGMENT)		State Gov't, Education-K12, Education-HED, Local Gov't, Medical, Other - are accpetable segments. [determined by industrial practice for each contract - uniform for each contract]		Alpha Numeric		
5	BILL TO NAME		Customer (agency) Bill to name		Alpha Numeric		
6	BILL TO ADDRESS		Customer (agency) Bill to address		Alpha Numeric		
7	BILL TO CITY		Customer (agency) Bill to city		Alpha Numeric		
8	BILL TO ZIPCODE		Zip code in standard 5-4 format [standard 5 digits is acceptable, formatted as a zip code]		Alpha Numeric		
9	SHIP TO NAME		Customer (agency) Ship to name		Alpha Numeric		
10	SHIP TO ADDRESS		Customer (agency) Ship to address		Alpha Numeric		
11	SHIP TO CITY		Customer (agency) Ship to city		Alpha Numeric		
12	SHIP TO ZIPCODE		Zip code in standard 5-4 format [standard 5 digits is acceptable, formatted as a zip code]		Alpha Numeric		
13	ORDER NUMBER		Vendor assigned order number		Alpha Numeric		
14	CUSTOMER PO NUMBER		Customer provided Purchase Order Number		Alpha Numeric		
15	CUSTOMER NUMBER		Vendor assigned account number for the purchasing entity		Alpha Numeric		
16	ORDER TYPE		Sales order, Credit/Return,		Alpha Numeric		
17	INVOICE DATE		(mm/dd/ccyy)		Numeric		
18	INVOICE NUMBER		Vendor assigned Invoice Number		Alpha Numeric		
19	PRODUCT NUMBER		Product number of purchased product		Alpha Numeric		
20	PRODUCT DESCRIPTION		Product description of purchased product		Alpha Numeric		
21	UNSPSC Code		Commodity-level code assigned based on UNSPC coding rules		Alpha Numeric		
22	VENDOR LIST PRICE		List Price - US Currency ($99999.999) [if applicable based on Vendor wholesale model]		Numeric		
23	UNIT PRICE		Unit Price - US Currency ($99999.999)		Numeric		
24	QUANTITY		Quantity Invoiced (99999.999)		Numeric		
25	TOTAL PRICE		Extended Price (unit price multiplied by the quantity invoiced) - US Currency ($999999999.999)		Numeric		
26	NASPO (WSCA) ADMIN FEE		Administrative Fee based on Total Price - US Currency ($999999.999)		Alpha Numeric		
27+	Optional Data Fields		Defined by contractor and states (through WNCDT) for special requirements		Alpha Numeric		

Each participating state may elect to receive this report for state specific activity at the site level.

PARTICIPATING ADDENDUM

[Hereinafter "Addendum"]

For

WSCA MULTI-STATE CONTRACT FOR FACILITIES MAINTENANCE, LIGHTING PRODUCTS, INDUSTRIAL SUPPLIES AND TOOLS

MASTER PRICE AGREEMENT # XXXX

Between

Fastenal Company

[Hereinafter "Contractor"]

And

State of XXXX

[Hereinafter "Participating State"]

Contract Number XXXXXXX

1. Scope: **This addendum covers the WSCA Industrial Supplies Contract lead by the State of Nevada for use by state agencies and other entities located in the Participating State authorized by that state's statutes to utilize state contracts.**

2. Participation: Use of specific WSCA cooperative contracts by state agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Participating State Modifications or Additions to Master Price Agreement:
(These modifications or additions apply only to actions and relationships within the executing Participating State.) (Replace this with specific statements, clarifications and changes that apply or a statement that No Changes Are Required)

4. Reporting: (Report(s) apply only to actions and relationships within the executing Participating State. Report layout, timeline, submission information and other details including expectations should be specified in this section).

5. Lease Agreements: Lease Agreements Are NOT Authorized By This Contract

6. Vending Agreement: Vending Agreements Are Authorized By This Contract

7. Custom Baskets: Custom Baskets Are Authorized By This Contract

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8. **Primary Contacts: The primary government contact individuals for this participating addendum are as follows (or their named successors):**

Lead State

Name:	Gail Burchett
Address:	Nevada Department of Administration, Purchasing Division, 515 E. Musser Street Suite 300, Carson City, NV 89701
Telephone:	(775) 684-0172
Fax:	(775) 684-0188
E-mail:	gburchet@purchasing.state.nv.us

Contractor Fastenal Company

Name:	Kim Stanislawski
Address:	Fastenal Contract Management C/O Kim Stanislawski 2001 Theurer Blvd, Winona, MN 55987
Telephone:	(507) 453- 8357
Fax:	(507) 494- 7661
E-mail:	kstanisl@fastenal.com

Participating State (Entity)

Name:	
Address:	
Telephone:	
Fax:	
E-mail:	

Additional Contact(s) or noted Representatives

9. **Subcontractors:** Servicing subcontractors are permitted under this contract.

10. **Price Agreement Number: All purchase orders issued by purchasing entities within the jurisdiction of this participating addendum shall include the Participating State contract number: [insert appropriate number] and the Lead State price agreement number: XXXX.**

This Participating Addendum and the Master Price Agreement number XXXX (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the

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Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

11. Compliance with reporting requirements of the "American Recovery and Reinvestment Act of 2009" ("ARRA"): If or when contractor is notified by ordering entity that a specific purchase or purchases are being made with ARRA funds, contractor agrees to comply with the data element and reporting requirements as currently defined in Federal Register Vol 74 #61, Pages 14824-14829 (or subsequent changes or modifications to these requirements as published by the Federal OMB). Ordering entity is responsible for informing contractor as soon as the ordering entity is aware that ARRA funds are being used for a purchase or purchases. Contractor will provide the required report to the ordering entity with the invoice presented to the ordering entity for payment. The contractor, as it relates to purchases under this contract, is not a subcontractor or subgrantee, but simply a provider of goods and related services.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating State/Entity:	Contractor:
By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

[Additional signatures as required by Participating State]

General Comments:

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FASTENAL®

Industrial
Vending Solutions

Industrial Vending for the Masses

Powered by Apex Edge Technology™

Plug in, Start Saving

- Control wasteful usage – many Fastenal customers are cutting consumption by 30% or more
- Reduce inventory – Inventory is managed and filled by your local Fastenal store
- Minimize “walking and waiting” time
- Track usage virtually any way you want to see it
- Eliminate P.O.s and stock-outs – Your Fastenal store receives an automated order when stock runs low

No Capital Expenses Required

Your local Fastenal store will cover the cost of the machine(s) for a chance to meet more of your product needs. Talk to your Fastenal representative to find out just how easy and affordable it is to get started.



A Lean Point-of-Use Solution Backed by Local Fastenal Service





It's like having an on-site 24/7 Fastenal store – stocked with high-use items and located near the point of use.

- Your local Fastenal store provides inventory management services, eliminating excess inventory and stock-outs. You can further reduce inventory through our optional consignment program – pay only for what you vend*
- Every transaction is automatically tracked and authorized, allowing you to *immediately* reduce consumption and spending

Easy to Install

It's a true Internet appliance. Forget about complicated software and stressful implementations; all you need to get up and running are a 110V outlet and an open Internet connection. Requires minimal effort from your IT personnel.

Easy to Use

The vending machines have been custom-built to provide Fastenal customers with easy, reliable vending in real-world industrial applications. You get the functionality you need without paying a premium for "bells and whistles" you'll never use. No hard drives to crash, no software to manage – just simple, trouble-free performance.

EXTREMELY Easy to Afford

Give your local Fastenal store a chance to meet more of your product needs, and they'll cover the capital cost of the machine(s) as an investment in your business. **Your only program costs are a one-time shipping & installation charge and a low annual software hosting fee. The bottom line: You get a turn-key industrial vending solution for right around $50 a month per machine.****

The Next Generation in Industrial Vending Technology



Bright Interior Lighting

Flexible Configurations, Easy to Reconfigure for Individual Items, Adjustable Shelf Height

Heavy-Duty Construction, Clear Front Standard

Patent Verified-Vend™ Technology, Senses and Confirms Each Vend Transaction

Supported User Access:
- Keypad
- Bar Code or Mag Stripe Cards
- Prox Cards

Optional Tool Return Bin for Regrinds and Recycling

Special Delivery Bay Design to Prevent Damage to Highly Sensitive or Fragile Items

Dimensions:
73"H x 41"W x 34"D

Optional Accessories

One Bite™ VDM

Provides single-item dispensing of cutting inserts, welding tips, and other small parts.



Locker Set

A secure point-of-use solution for larger or multiple-use items. See back page for more information.



** Consignment program restricted to Net 5 payment terms*

*** Billing is annual. Average monthly estimate includes shipping, installation, and software hosting. Additional shipping charges apply outside contiguous U.S.*

Real Fastenal Customers Are Seeing Real Savings

Employees access product via key code or existing I.D. badge, enabling you to track and control each transaction. You can also set limits on who can vend what, and how much they can vend over time. As a result of this control and visibility, Fastenal customers are typically reducing consumption by 30% – and often much more. *Read the case studies for yourself on the Vending Solutions page on* **fastenal.com**.

Know What You Need to Know About Every Transaction

- View real-time inventory levels and usage data from any standard web browser
- Automated email alerts inform you of low stocking levels, changing usage patterns, and other critical situations
- User-defined tracking options let you know what you need to know about every transaction. Track usage by department, work group, project – virtually any way you want to view it

Eliminate P.O.s and Stock-Outs

There are no P.O.s to cut. Your local Fastenal store receives an automated order when stock becomes low, eliminating downtime, paperwork, and costly rush orders.

"Since installation, we have noticed our usage of products drop 50-60%. This is due to a better control on product plus the fact that we can monitor usage by employee and the costs involved."

- Glen Shipman, Purchasing Manager, Contracting Division, Dakota, Missouri Valley & Western Railroad

"We've cut inventory by at least 75%, and we've seen a huge drop in consumption, because people are accountable for what they're using."

- Ricardo Lopez, VP Operations, Lakeshore Technologies

What Would You Like to Track, Manage, and Control?

Your machine(s) can be configured to dispense a vast range of Fastenal products. The low cost of the program makes vending cost-effective for common high-use items, and it's also an efficient way to control high-cost and critical supply usage. You can custom-configure your machine(s) from the ground up, or start with one of our preconfigured units (stocked with our most popular vended items) and swap out products to meet your needs.



SAFETY/FIRST AID



METAL FABRICATION



GENERAL CUTTING



GENERAL MRO



OFFICE SUPPLIES

View our preconfigured machine SKUs on the Vending Solutions page on **fastenal.com**

Popular Vended Items Include:

- Eye, Hearing and Hand Protection
- Batteries
- Respirators
- Tape (Masking, Electrical, Teflon, etc.)
- Coated and Non-Woven Abrasives
- Drill Bits
- Taps
- Lubricants, Penetrants, and Corrosion Inhibitors
- Paints, Marking, and Accessories
- Thread Locking Chemicals
- Cable Ties and Accessories
- Knives, Razors, and Multi-Tools
- Tape Measures
- Coveralls
- Cutting and Metalworking Fluids
- Flashlights
- AND MUCH, MUCH MORE!

What About Larger Products, or "Check in/Check out" Items?

The base vending units can be equipped with optional lockers to vend larger items, manage assets that need to be checked out and returned, or receive "will call" items from your Fastenal store.

Ideal for:

- Hand & Power Tools
- Laptops
- Gauging
- Calibrated & Serialized Tools
- Equipment
- Radios
- Mission Critical Assets
- And More

The system's software can manage and control all of the functions you need: check in/check out, loan periods, calibration and certification standards, forced returns (one-for-one exchange), required lockdowns, and more.



Base Fastenal vending unit with optional locker set

Implementation Is as Easy as 1-2-3

1

Decide where to place your machines(s)

All you need is an electrical outlet and direct, unfiltered Internet access. Look for strategic locations to minimize walking time and maximize productivity.

2

Decide which Fastenal items to stock and how to access the machine(s)

Work with your Fastenal representative to develop a starting list of products to be vended – changes can always be made as you gain more experience with the system. If you prefer to use your current I.D. badges to access the machine(s), you'll need to provide Fastenal with samples for testing.

3

Then Start Saving

Professional installation is available throughout North America. A project coordinator will organize installation, implementation, and training; and your Fastenal rep will keep the machine(s) stocked moving forward. Upon installation, you can immediately start monitoring usage to set controls and optimize your product mix.

"The machines have performed very well. Anytime we have needed their assistance with service, they've been quick to respond. I would recommend the Fastenal [vending] program to anyone needing a quality vending solution."

- Doug Johnson, Energy Category Sourcing Manager, Xcel Energy

"The program has freed up time for crib purchasing and allowed us to bring accountability and control to our high-volume production MRO items. We've controlled our costs, and we know exactly where product is being used on a daily basis."

- Mark Vascik, Purchasing & Maintenance Manager Cooper Standard Automotive, Bowling Green, OH

Want to Learn More?

Go to **fastenal.com** to view the video, read case studies, and calculate your potential savings. You can also or email us directly at **vendingsolutions@fastenal.com**

Industrial Vending Brochure • 9701971 • 10.10JM • Printed in USA

Fastenal Automated Supply Technology (FAST)

2001 Theurer Boulevard, Winona, MN 55987 fastenalsolutions@fastenal.com

Attachment #3
Vendor Contract Between
Fastenal Company and WSCA Master Service Agreement dated MM/DD/CCYY

This addendum shall cover the terms and conditions upon which Fastenal Company ("Fastenal") shall provide Fastenal Automated Supply Technology (FAST) to The WSCA Master Service Agreement ("Customer") pursuant to the Vender Contract ("Contract") executed by the parties on Dec XX, 2010.

Customer hereby grants Fastenal the exclusive right to install vending machine units and equipment within their respective place of businesses. Customer may order Fastenal Automated Supply Technology units or equipment by issuance of an order form ("FAST" Order Form"), subject to acceptance by Fastenal. The (FAST) equipment may only be stocked with Fastenal supplied and distributed products. FASTENAL agrees to be responsible for all standard maintenance and repair of the (FAST) units (blatant or willful damage or destruction by Customer excluded, but liability not to exceed $10,000 per unit) including refilling of vended products for the term of this Contract. FASTENAL will provide insurance to cover its liability for personal injury or property damage it causes in connection with the installation and operation of the (FAST) equipment.

1) Ownership: Fastenal shall maintain full and exclusive ownership of all (FAST) equipment. Fastenal retains the right to terminate and remove the (FAST) equipment from Customer site, at Fastenal's sole discretion and without liability. Customer may terminate this Agreement if Fastenal does not timely service the (FAST) equipment, including the replenishment of products. Customer will provide Fastenal sixty days advance written notice and a reasonable opportunity to cure any service deficiencies, prior to termination.

2) Web Hosting Fee and Spend Expectation: Customer shall be responsible for a $300 annual web hosting fee. The parties agree that Customer shall meet or exceed $1,500.00 in monthly spend per (FAST) unit.

3) Assignment: Customer may not assign, remove or attempt to sell or transfer any (FAST) equipment to another party or property, without Fastenal's written permission.

4) Title to Products, Risk of Loss and Taxes:
Fastenal shall retain title to and a security interest in all products stored in the (FAST) equipment / units. Title to Products shall pass to Customer only when Customer purchases products and such products are withdrawn from the (FAST) equipment / unit by Customer as described below. Until such products are so purchased by Customer, Fastenal shall bear all risk of loss with respect to products located in the (FAST) equipment / unit, including, but not limited to, loss or damages caused by flood, fire, earthquake, terrorist act, severe weather, and negligence; provided, however, that Fastenal shall not bear the risk of loss resulting from the negligence of Customer or Customer's agents.

5) Payment: Payments for products will be made by Customer as outlined in the Contract.

6) Prices: Prices are subject to the WSCA Master Service Agreement # XXX. Prices for dispensed items may be negotiated within the "Custom Basket" (see section 1.1 volume discounts) to best identify high usage parts that are best opportunities or situated for dispensing. Prices may vary based on specific customer requirements- such as kitting, special labeling, or packaging if applicable.

7) Limitation of Liability: IN NO EVENT WILL EITHER PARTY BE LIABLE FOR ANY SPECIAL, INDIRECT, INCIDENTAL, CONSEQUENTIAL OR EXEMPLARY DAMAGES IN CONNECTION WITH OR ARISING OUT OF THIS AGREEMENT, INCLUDING, BUT NOT LIMITED TO, DAMAGES FOR INJURIES TO PERSONS OR TO PROPERTY OR LOSS OF PROFITS OR LOSS OF FUTURE BUSINESS OR REPUTATION, WHETHER BASED ON TORT OR BREACH OF CONTRACT OR OTHER BASIS, EVEN IF IT HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES.

8) Warranty: Products sold through (FAST) equipment shall be sold pursuant to the terms and conditions as set forth in the Contract. The (FAST) equipment and service is provided "as is" without warranty.

Customer Authorized Signature _____ Title:_____ Date:_____

Fastenal Signature:_____ Title:_____ Date:_____

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Fastenal Automated Supply Technology (FAST)

2001 Theurer Blvd. Winona, MN 55987

WSCA Master Service Agreement

Contract for Facilities Maintenance, Lighting Products, Industrial Supplies and Tools

Contract_____

ORDER FORM

This Order Form applies to SVS Equipment requested by the Customer. The terms and conditions of the Vendor Contract will be applicable to the SVS Equipment ordered herein.

Number of Fastenal Automated Supply Technology (FAST) Units:_____
Number of Fastenal Automated Supply Technology (FAST) Locker Units: _____

Purchase Commitment for Customer Facility:

Current Monthly Sales Average: _____ = (Monthly average of prior six months sales total)

Purchase Commitment Monthly Sales Average: _____ = (Current Monthly Sales Average + ($1,500 x # of Units) ***If the minimum spend requirement is not met Fastenal reserves the right to remove the machines after the initial 3 month ramp up period has concluded.***

Customer Facility: _____
_____
_____
_____

Payment Terms

NET 45 days after invoice date per WSCA Contract. FASTENAL will invoice Customer weekly for products **when stocked (Non Consignment)** in the (FAST) unit.
Net 5 days after invoice date. FASTENAL will invoice Customer weekly, bi-monthly or monthly after products **are dispensed** through **(Consignment)** from the (FAST) unit and customer will pay via Pcard **or ACH.**

Effective Date: This Order will be effective on_____.

Customer Authorized Signature _____ Title: _____ Date:_____

Fastenal Representative to complete:

- **Create a new customer in POS to bill all products used in the** Fastenal Automated Supply Technology (FAST) units**. This needs to be ONE new customer account per customer. If a customer has 5 machines only one account needs to be set up for all 5 machines. Existing Acct #_____**
  New Customer Account: _____

- **A Customer Kick-Off meeting needs to be scheduled with Customer, Fastenal and Apex within 5 days of a signed agreement. This will go over all the expectations of the program.**
  Please provide a tentative date for the CKO within 5 days _____ (mm/dd/yy).
  Customer Champion(s)_____
  Customer Champion(s) Email_____
  _____
  Customer Champion(s) Phone_____
  _____

Fastenal Signature:_____ Title:_____ Date:_____

Servicing Store Code:_____ Store Contact:_____

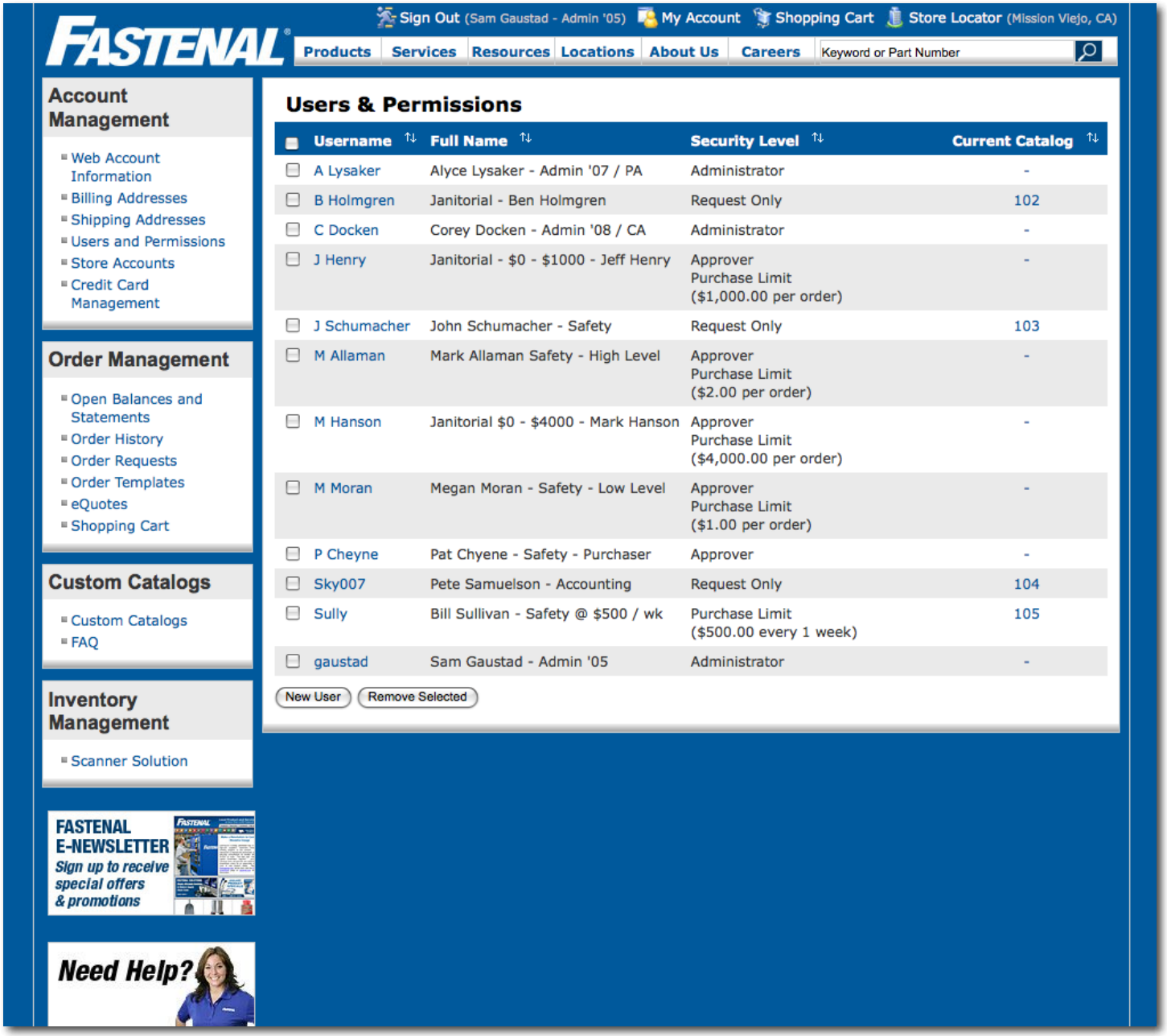
Fax Completed Order Form to Fastenal Solutions @ 507-494-3237

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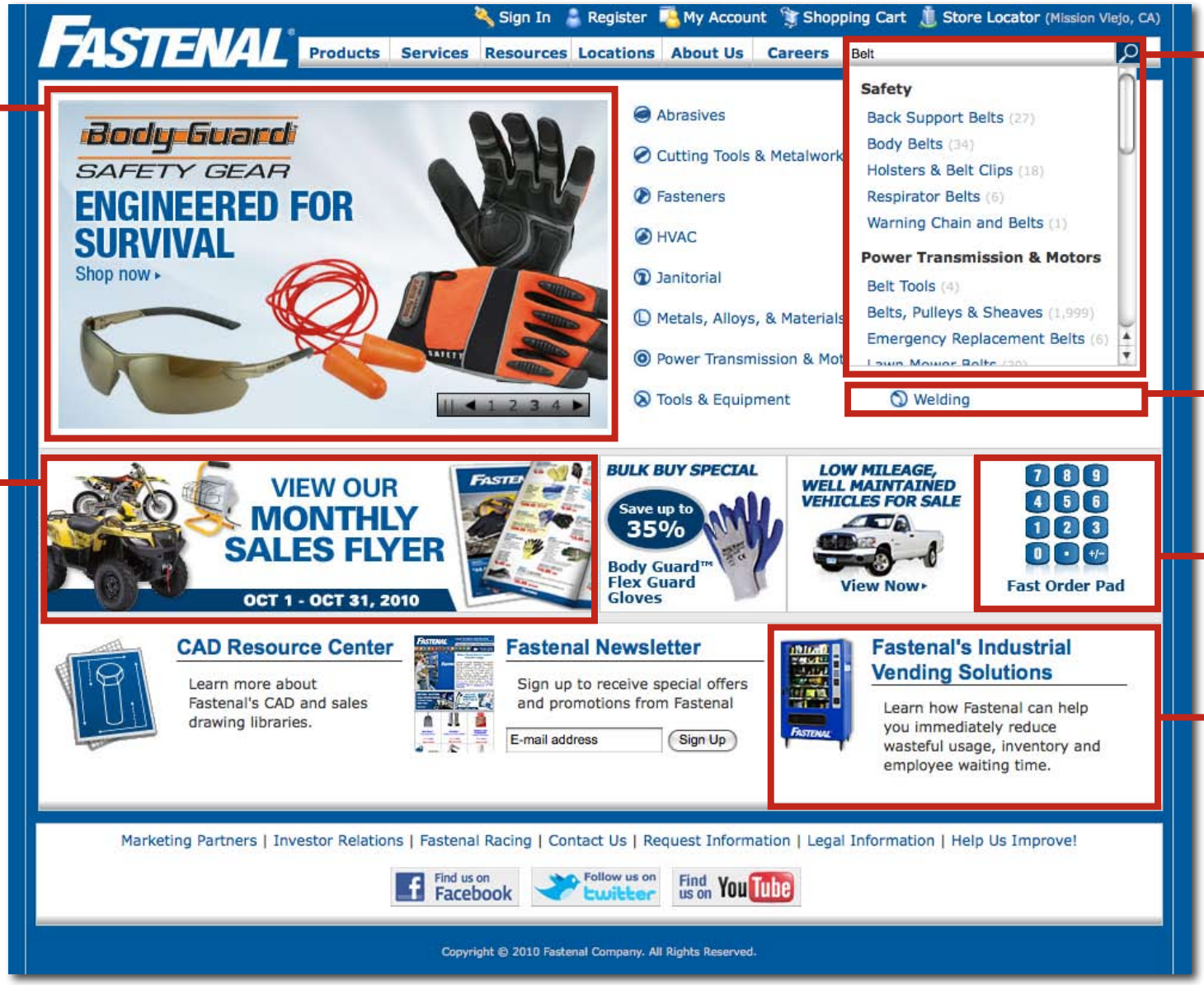
WORK FLOW MANAGEMENT

Users & Permissions
Manage Purchasing Permissions:

- Spend Limits
- Order Acknowledgements



HOME PAGE - INTUITIVE SEARCH



Find out what's new at fastenal.com

Find our Monthly Specials

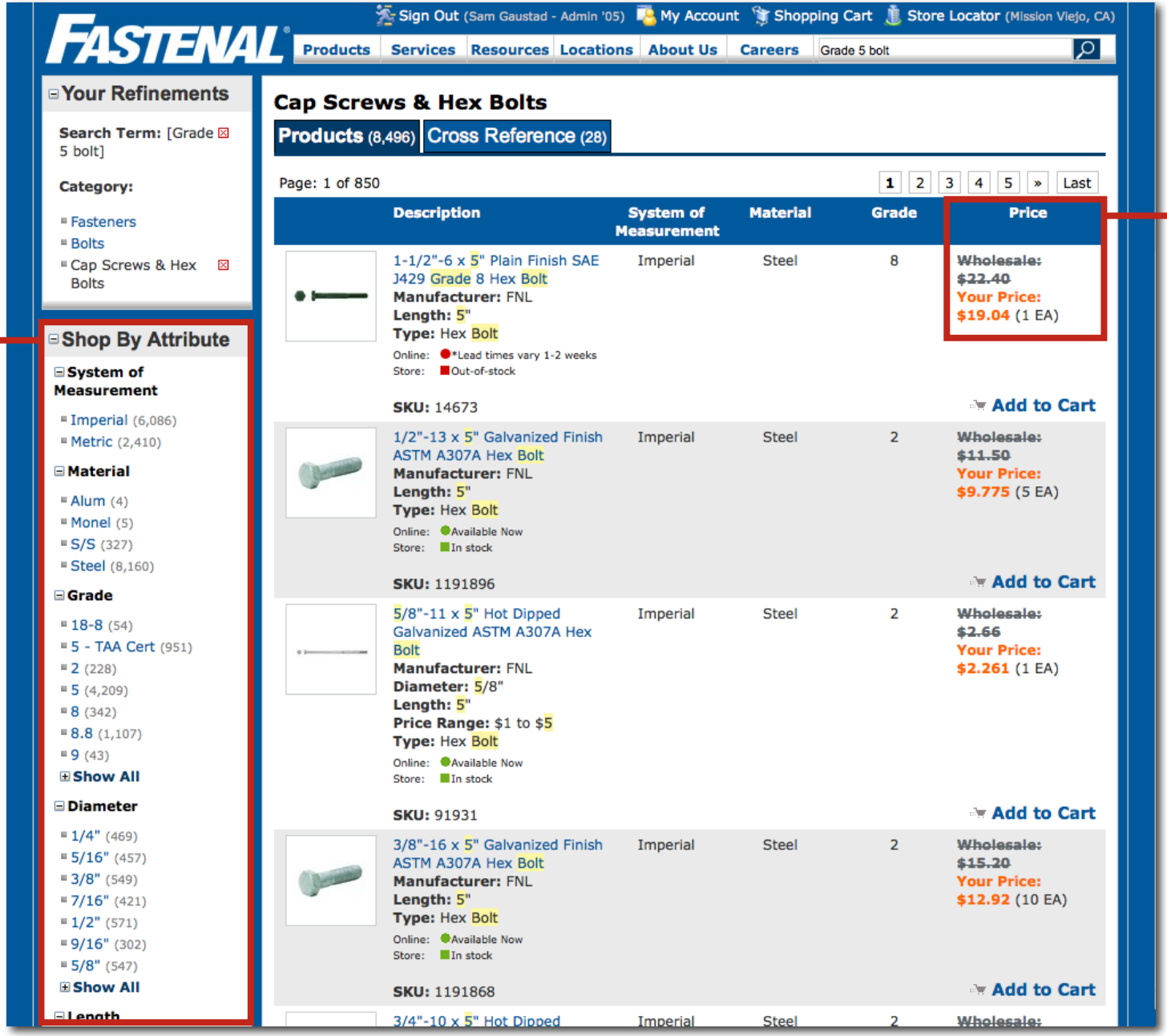
Intuitive Search Logic

Start your search using our product categories

Direct access to Fast Order Pad

Learn about Fastenal Automated Supply Technology

SEARCH RESULTS



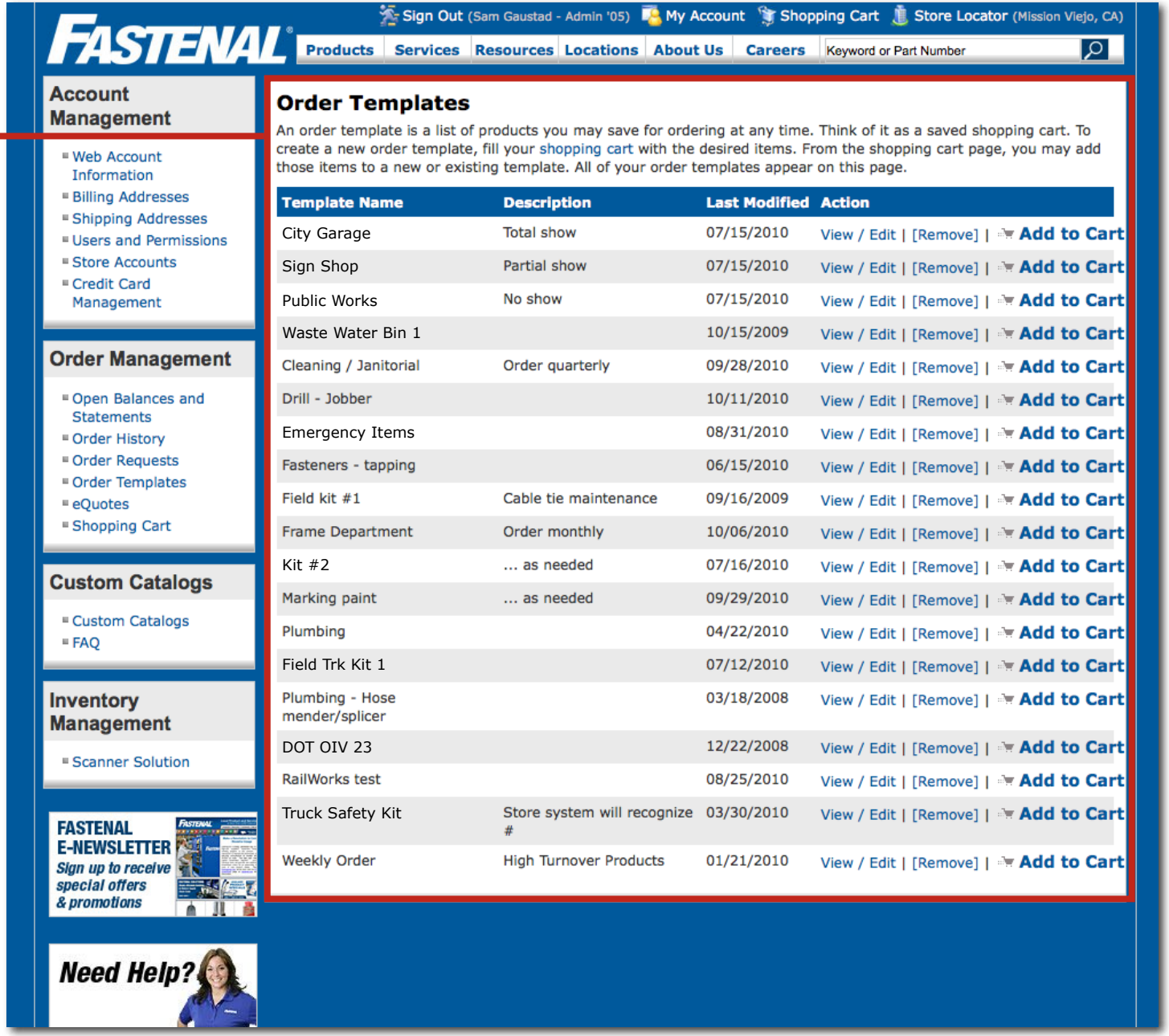
Refine your search

View your contract pricing when searching

ORDER TEMPLATES

Create order templates for repeat purchase items:

- Give them names for quick identification
- Share them with others as read only or changeable
- Move order templates to your order after adjusting the quantities to what you need



PRODUCT INFORMATION- BASIC

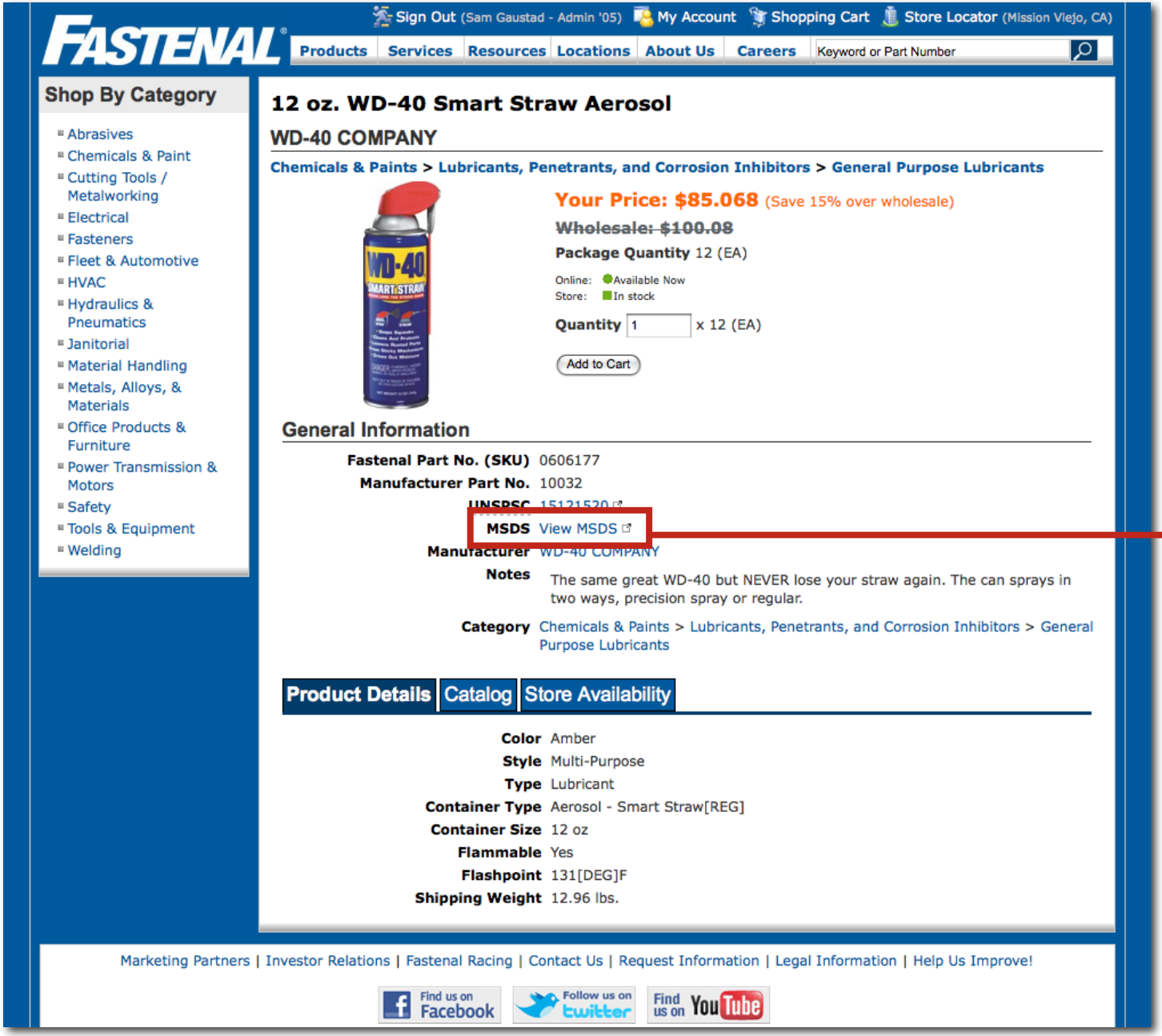


View your pricing & savings on items

View manufacturer & product notes

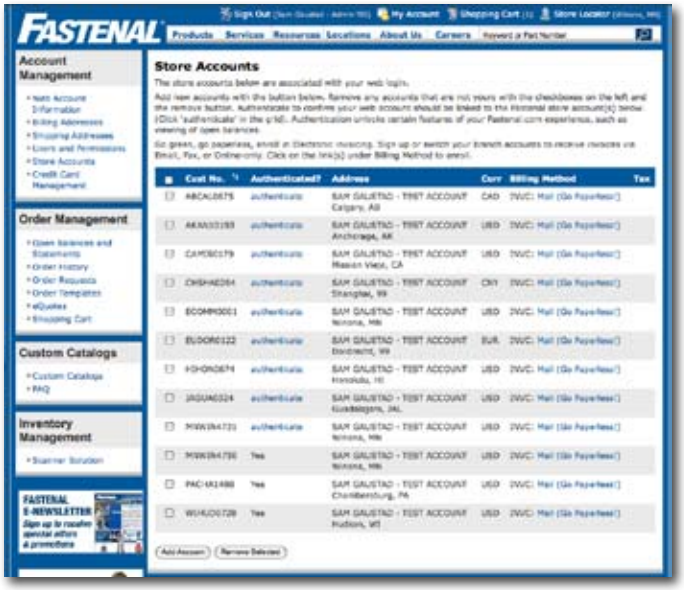
View product standards & CAD drawings on over 40,000 fasteners

PRODUCT INFORMATION - MSDS



Access to printable MSDS sheets for all chemical products

LOCAL STORE INVENTORY



Multiple store accounts available per user

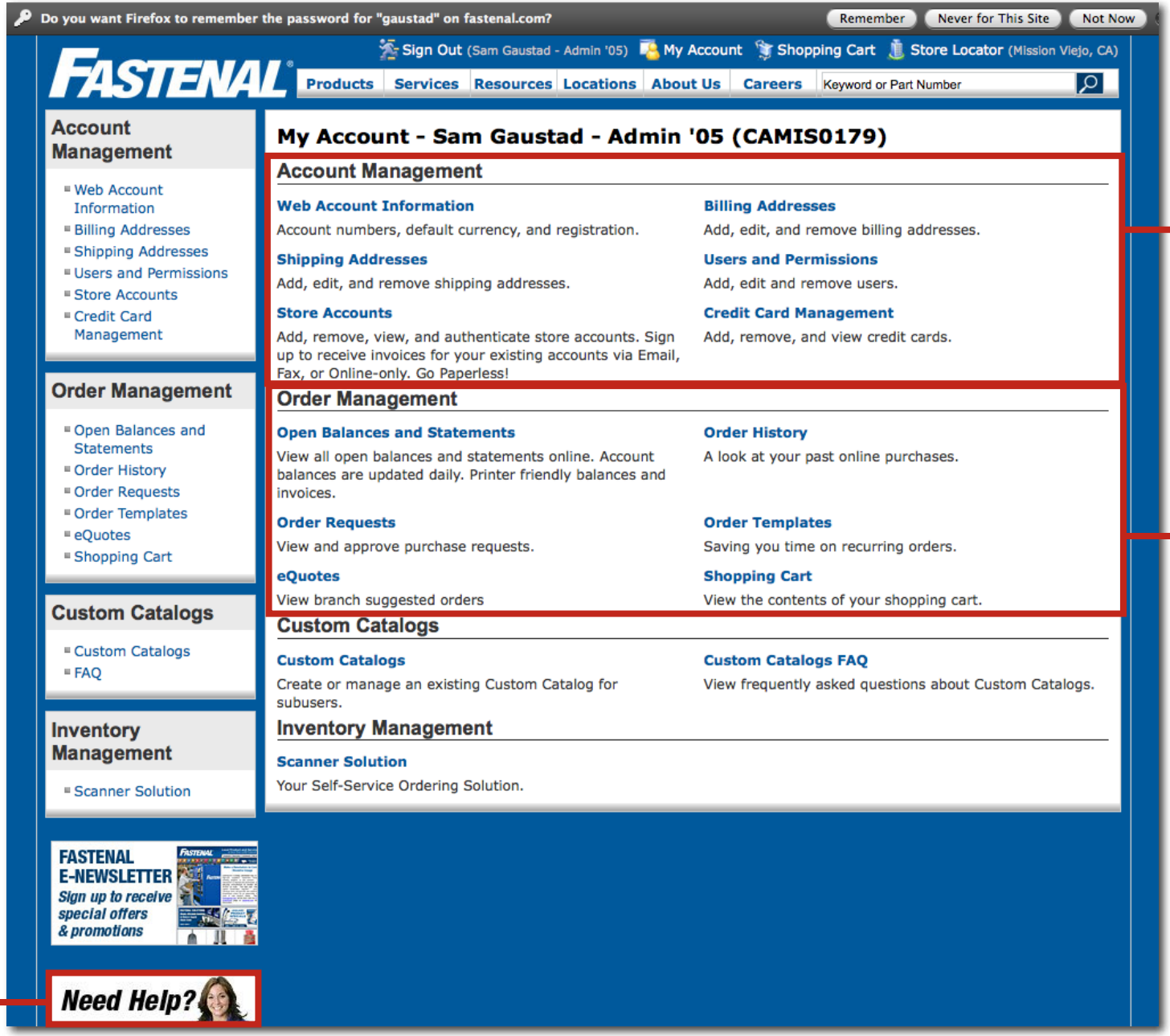


Identifies the number of locations within your distance selection

Find the store closest to where you are with inventory on hand

MY ACCOUNT PAGE

My Account
- Consolidated locations for purchasing
- Features & tools

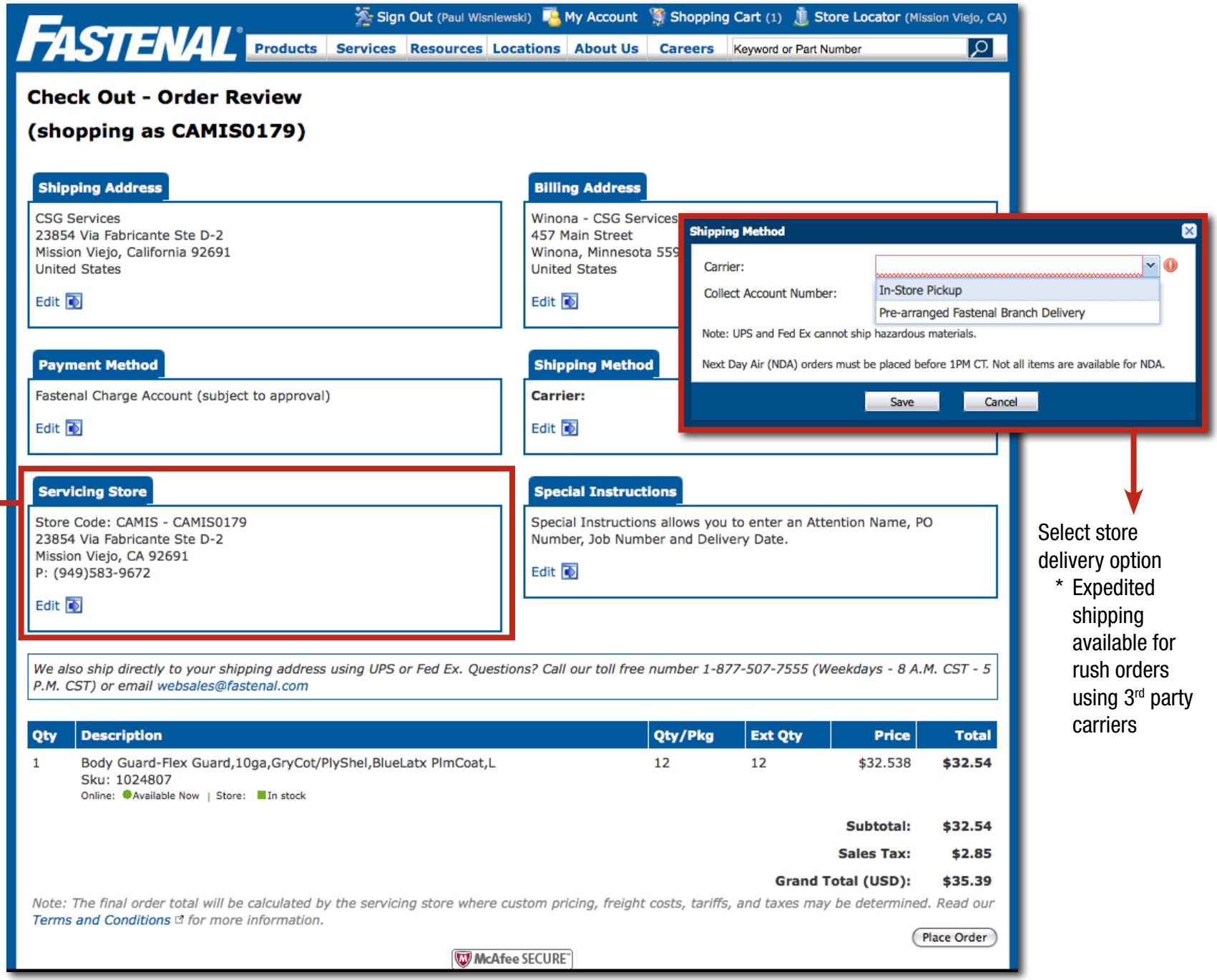


Account Management
- Billing address
- Users & permissions
- Credit card data

Order Management
- View past orders
- Check status
- Put items for these orders back into your shopping cart for quick ordering

Access help if you have any questions

CHECK OUT



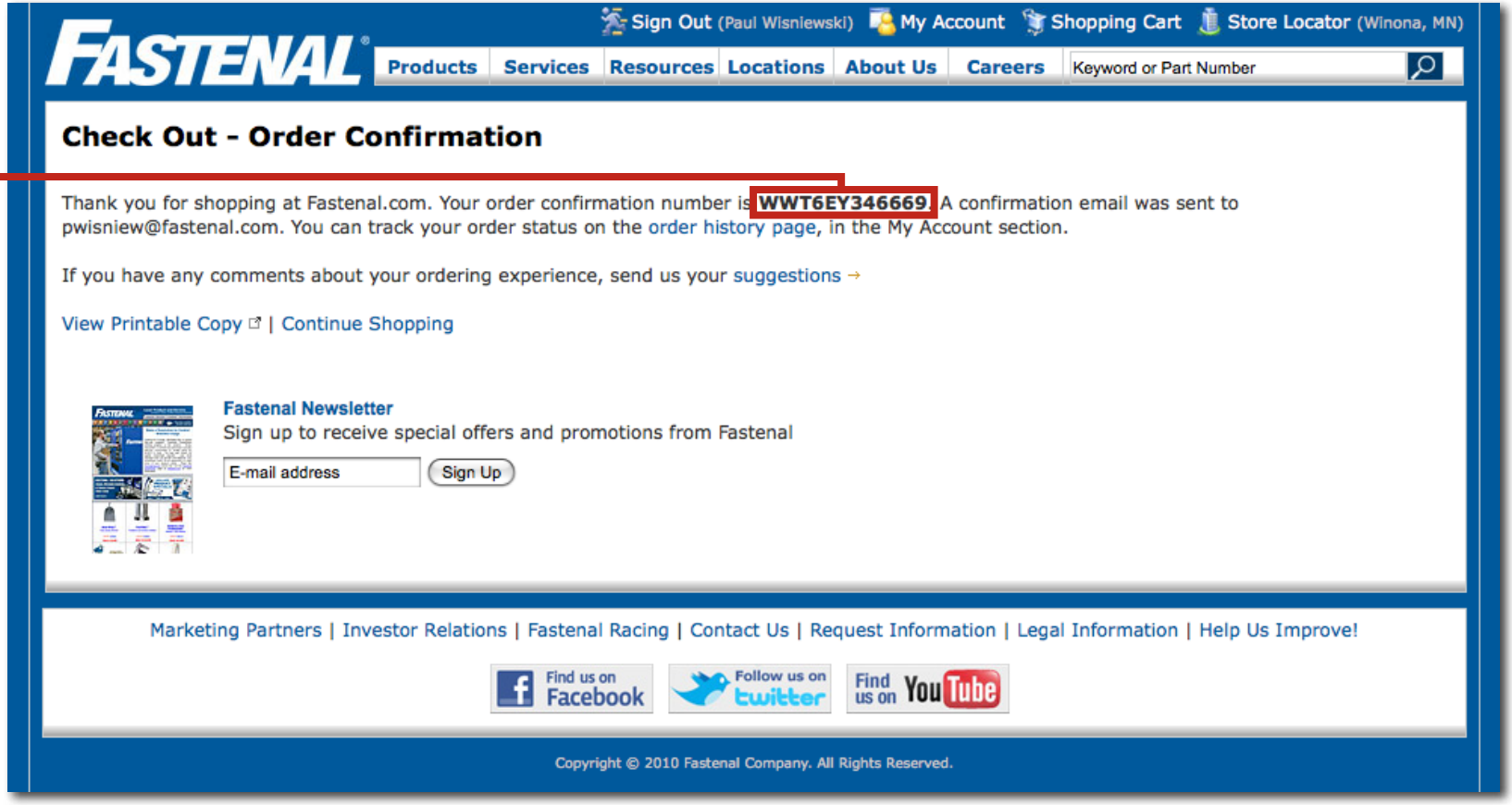
Select which store you would like the order routed to for fulfillment

Select store delivery option

* Expedited shipping available for rush orders using 3rd party carriers

ORDER CONFIRMATION

Your order is immediately assigned a confirmation number. An e-mail is sent for notification as well, that your order process was successful and is being fulfilled.



ORDER PRINTABLE COPY

Print a copy of your order in a clean and concise format

FASTENAL®

Purchase Order

Date:	Confirmation Number:
10/13/2010	WWT6EY346669

Order Status:	Customer Account No:	Cust. PO:	Release/Job No:
Order Created	MNWIN1525		

Any previously negotiated contract pricing will take precedence over prices on this Purchase Order.

Ship To:	Bill To:	Local Servicing Branch:
Paul Wisniewski 2001 Theurer blvd Winona, MN 55987 USA	Fastenal 2001 Theurer blvd Winona, MN 55987 USA	Store Code: MNWIN 1275 Riverview Dr. Winona, MN 55987 USA P: (507)454-5361

Payment Method:
Fastenal Charge Account

Order Comments:
Preferred shipping method: In-Store Pickup; Test order - Cancel

Line No.	Part No.	Order Qty	Product Description	Qty Per Pkg	Ext Qty	Unit Of Measure	Price Per Unit Of Measure (USD)	Extended Price (USD)
1	0202287	1	Safety Grip Utility Knife	1	1	EA	$3.8165	**$3.82**
							Subtotal	**$3.82**
							Shipping & Handling (In-Store Pickup)	**$0.00**
							State Tax	**$0.26**
							County Tax	**$0.00**
							City Tax	**$0.00**

Total:	USD $4.08

FASTENAL®

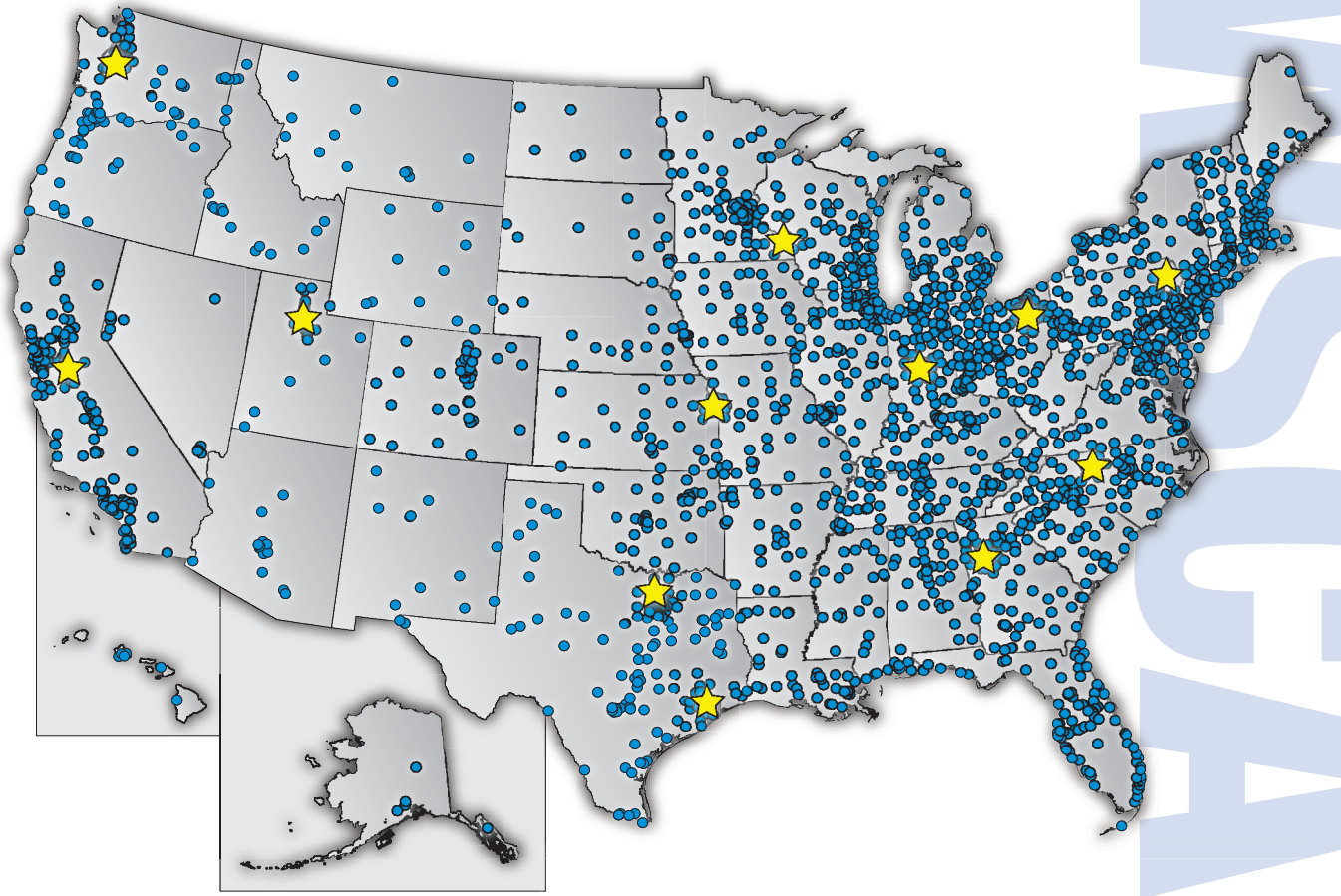
Get to Know Your Dedicated
WSCA Account Service Team

More Than 5,800 Men and Women Providing Local Service



WE ARE WHERE YOU ARE

Local Product and Service at 2,300+ Fastenal Stores



…Backed by a "Field of Blue"

The heart and soul of Fastenal is our in-the-field sales force – more than 5,800 men and women providing *local* service and inventory at 2,300+ Fastenal stores nationwide. Unfortunately, it's not feasible to call out all of the people who are poised to service the WSCA contract on the local level, so instead we'll focus on our designated account contacts, corporate leaders and government sales specialists – all of whom are committed to leveraging our local service to make the WSCA/Fastenal partnership a success. That said, as you read through the following bios, keep in mind that, as a locally-focused supplier, our greatest company strength isn't our corporate leadership; it's the "field of blue" that's behind them, and in front of our customers every day.

Local Store



Personal Service



Inventory Solutions



Fastenal.com



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Corporate Fastenal Support Team for the Western States Contracting Alliance

Direct WSCA Account Contacts

John Soderberg
Vice President, Government Sales



Mr. Soderberg brings 17 years of experience with Fastenal in industrial supply and distribution sales. He started his Fastenal career part-time while attending college. Upon graduation, he worked his way up from a support role, to various store general manager positions, to district manager, and eventually to regional vice president of our Seattle-based region. In his current role, he is focused on state, local and federal government business. He leads Fastenal's government sales team, which works with our stores and operations personnel to ensure excellent service and value for our government customers.

Commitment Statement:
"I will provide leadership, direction and vision to each department supporting the successful implementation and continuous improvement of the Western States Contracting Alliance. I will be an active participant in providing WSCA with industry insight, best practices and reporting options to help you achieve your goal of providing states with cost-effective and efficient acquisition of quality products and services."

Years of industry experience: 17
507.313.7313 / jsoderbe@fastenal.com

Donnalee Papenfuss
Executive Director, Government & Diversity Affairs



Ms. Papenfuss' professional background includes 20 years of experience in federal and state government procurement and U.S. Small Business Administration small business program compliance. Prior to joining Fastenal in 1999, she served as the associate director for the State of Minnesota's Procurement Technical Assistance Center (PTAC), a business assistance program funded by the Defense Logistics Agency and the State of Minnesota to assist Minnesota businesses with marketing, contracting and compliance on federal and state government contracts.

In her current position, she is responsible for the administration and compliance of Fastenal's federal and state contracts as well as the communication of Fastenal's diversity, green/sustainable and corporate social responsibility efforts. In addition to government contract administration, she provides leadership and oversight for Fastenal's Supply Chain Diversity program and the administration of our SBA Mentor/Protégé program.

Ms. Papenfuss is certified as a Level III Government Marketing Specialist by the Association of Government Marketing Assistance Specialists. She serves on the board of directors for the Minnesota Minority Economic Development Association (MEDA) and the Wells Academy (a 501c3 Non-Profit Native American Apprenticeship program) as well as on the Resource Advisory Council for the National Center for American Indian Enterprise Development. She holds an MBA degree from Winona State University.

Commitment Statement:
"I commit to the highest standards of ethics and integrity in the performance of the WSCA industrial supplies contract. Additionally, I commit to providing leadership and training throughout the Fastenal organization with respect to compliance with each state's procurement regulations and special terms and conditions to ensure that management and staff are cognizant of the regulations and the company's contractual obligations. Further, I commit to exceeding the expectations of our state customers with innovative programs in diversity and sustainability, working to keep Fastenal in the vanguard of industrial distribution."

Years of industry experience: 20
507.453.8339 / dpapenfu@fastenal.com

Ryan Ash
Government Sales Director – West



Ryan Ash leads Fastenal's team of government sales managers west of the Mississippi River. His responsibilities include training our sales people to service our government customers, as well as leading and managing our government state specialists, who focus exclusively on state and local customers within a specific state. During his 11 years with Fastenal, he has served as sales support, assistant manager, store manager and district manager in both California and Oregon. He brings extensive experience in developing state and local government partnerships within his territories. Specifically, he helped develop and manage a strategic contract with the City of Portland, Oregon. His role in this partnership included overseeing deadlines, personnel assignments, conflict resolution and customer quarterly reviews.

Commitment Statement:
"My primary responsibility is to help our customers meet the goals and objectives they have identified as keys to success within their organization. I envision a distinct advantage for WSCA members within the footprint of our 2,300+ U.S. locations, and I will promote and support the WSCA contract should Fastenal be named as a supplier."

Years of industry experience: 11
310.741.8882 / rash@fastenal.com

Kevin Fitzgerald
Government Sales Director – East



Kevin Fitzgerald leads Fastenal's team of government sales managers in the field east of the Mississippi River. Like his western U.S. counterpart Ryan Ash, his responsibilities include training our sales people to service our government customers and managing our government state specialists. During his 11 years with Fastenal, he has served as an outside sales person and an assistant branch manager. He has spent the past six years positioning Fastenal as a premier supplier of quality MRO products to our government customers, both as a key account government sales specialist and in his current role. He has overseen many successful government contract negotiations and partnerships, and was part of the leadership team that worked on Fastenal's State of Indiana contract, our largest state contract to date.

Commitment Statement:
"My goal, simply put, is to bring solutions and value to our customers, and I will commit to positioning Fastenal to do just that through a WSCA industrial supply contract."

Years of industry experience: 11
757.679.9068 / kfitzger@fastenal.com

Melissa M. Harris
Director of Product Compliance & Certifications



Melissa Harris began her career at Fastenal in the national procurement department, where she gained recognition as an innovator by developing an Operational Excellence program that established benchmarks designed to drive out waste within our national procurement process. In 2007 she was named supply chain diversity manager & small business liaison officer (SBLO), assuming responsibility for outreach, advocacy and development of Fastenal's vendor base of minority, woman-owned and small businesses, as well as management of 2nd tier spend reporting to major corporations and state and federal government subcontracting plan reports.

She was promoted to her current role in 2010 to spearhead certification of products with green and sustainability features as well as products manufactured by Fastenal's Supplier Diversity vendor base. She serves as a liaison between Fastenal's sales force and Product Development group, and also manages Fastenal's Supply Chain Diversity staff and the company's 2nd tier reporting.

Commitment Statement:
"I commit to provide WSCA participants with accurate, accessible certification that makes it easy for them to identify the right products to meet their diversity, green, sustainability and corporate responsibility goals. To that end, I will work with our product development team to continually expand our green and diversity product offering and to provide accurate, accessible information about these products through our marketing platforms."

Years of industry experience: 6
507.453.8981 / meharris@fastenal.com

John Ngugi
SBLO & Supplier Diversity Manager



John Ngugi joined Fastenal in 2002 as a part-time worker in the Winona, MN distribution center while pursuing a double major in Political Science and Public Administration. Upon receiving his bachelor's degrees, he transitioned to a full-time position with Fastenal's newly created National Procurement team, with a focus on procuring bulk quantities of items like ladders, steel strapping, T-rod and other commodities. In late 2008, Fastenal procured Logility forecast and demand planning software, prompting the formation of a dedicated Supply Chain team. When an opportunity arose in early 2009, he was promoted to this group and helped implement the new software within the procurement department. He was promoted to his current role in 2010, in which capacity he manages Fastenal's Small Businesses and Supplier Diversity program. Mr. Ngugi holds a master's degree in International Business from St. Mary's University of Minnesota.

Commitment Statement:
"I commit to uphold ethical standards and champion best practices for all of our current and potential stakeholders, internal and external. Fastenal is a huge advocate of VALUE proposition, and as part of the Fastenal family, I commit to vigorously champion that by making sure we meet our commitments in terms of doing business with Small Businesses within participating WSCA states. Fastenal is aware of each state's Small Business requirements, and we will certainly make sure that we conform to all standards set forth."

Years of industry experience: 8
507.453.8755 / nngugi@fastenal.com

Ginny Thompson
Sustainable Products Coordinator



Ginny Thompson began her Fastenal career in the National Procurement department in 2005 and transitioned into Product Development in 2008. After successfully managing two large product categories – including Janitorial, which has a significant focus on green products – she moved into her new role as the sustainable products coordinator within the Supplier Diversity department. In this role, she works to market Fastenal's current green/sustainable products and programs, grow our supplier base to continually expand our green/sustainable offering, and research our government customers' sustainability requirements in order to provide solutions for their specific needs.

Commitment Statement:
"If given the opportunity to service the WSCA Industrial supplies contract, I commit to provide WSCA customers with sustainable program and product solutions that help them meet their environmental responsibility goals and requirements. I will make sure they have options that have a reduced impact on human health and the environment compared to competing products serving the same function – without sacrificing performance. I will also continue to monitor the programs and goals each participating state has in place to ensure that our offering is continually meeting and exceeding these expectations."

Years of industry experience: 5
507.453.8601 / gthompso@fastenal.com

Kim Stanislawski
Director of Contract Management



Kim Stanislawski oversees the administration of sales contracts to ensure adherence to contractual terms and conditions within Fastenal's corporate-level agreements. In addition to providing compliance oversight, her team works to facilitate a smooth vendor transition and to research questions and reporting needs. She brings five years of experience with Fastenal to this key support role, during which time she's worked with hundreds of National Account customers. Prior to joining Fastenal, she worked in private industry finance and public accounting, and she is a Certified Public Accountant (inactive license status).

Commitment Statement:
"I will support the partnership by providing the leadership, guidance and training necessary to implement the contractual terms and conditions and monitor the continued adherence to the Western States Contracting Alliance agreement. I will do everything within my power to make sure that the only 'surprise' for WSCA cooperative members is service and value that exceed their expectations."

Years of industry experience: 5
507.453.8357 / kstanisl@fastenal.com

Executive Leadership

Will Oberton
President and CEO



Will Oberton joined Fastenal in 1980 as a part-time warehouse worker. Since then he has risen through a range of sales, operational, and ultimately upper management roles, including chief operating officer (March 1997 through December 2002), vice president (March 1997 through June 2000), and executive vice president (June 2000 through July 2001). He was named president of the company in July 2001 and has served as CEO since December 2002. He has been a company director since June 1999. In 2006, Morningstar Inc. named Mr. Oberton as its CEO of the Year, citing Fastenal's exceptional financial track record, corporate governance and history of creating shareholder value.

Commitment Statement:
"With our ability to provide local service and inventory along with dedicated corporate support, I believe Fastenal is a great fit for the WSCA cooperative. I commit the full capacity of Fastenal's sourcing and distribution strength to provide WSCA participants with an efficient single source for top-quality products, backed by local, personal service."

Lee Hein
Executive Vice President, Sales – Western U.S.



Lee Hein originally joined Fastenal in 1985. During his company tenure he has held various sales roles, most recently serving as regional vice president of Fastenal's Winona- and Kansas City-based regions. His current responsibilities include sales and operational oversight for our U.S. regional business units based out of our distribution centers west of the Mississippi River.

Commitment Statement:
"My commitment to WSCA participants, and to every customer, is to always do what is right. I promise that, as a company, we will honor our word and adhere to the WSCA contract, and that my actions will reflect my belief that my integrity is more important than the bottom line."

Nick Lundquist
Executive Vice President, Sales – Eastern U.S.



Mr. Lundquist began his Fastenal career in 1979 as a trainer and then quickly moved on to become assistant manager of our Madison, WI store. Beginning in 1980, he served as store manager in Minneapolis, Beloit (Wisconsin), and Indianapolis before being promoted to hub manager in Indianapolis and, later, Winona. He went on to become regional manager in 1991 and sales manager in 1997. He has served in his present role since 2001, overseeing sales and operations for Fastenal's U.S. regional business units based out of our distribution centers east of the Mississippi River.

Commitment Statement:
"During my three decades with Fastenal, I've been guided by four simple words: 'Growth Through Customer Service.' I commit to provide my teams with the leadership and resources they need to provide ***the*** best customer service in the industry, and continually exceed our customers' expectations. I look forward to pursuing those goals on behalf of the Western States Contracting Alliance."

Cory Jansen
Executive Vice President, Internal Operations



Since 1992 Mr. Jansen has served in a broad range of support, operational and sales roles with Fastenal, including regional vice president of our Dallas-based region. He currently directs Fastenal's systems development, overseeing both information and distribution systems while also leading product and merchandising development. In recent years he has led a major re-launch of Fastenal.com, aggressive improvements to our data and store point-of-sale systems, and the implementation of several advanced systems in our distribution centers, including large-scale automated storage and retrieval systems (ASRS) in our Denton, TX and Indianapolis, IN hubs.

Commitment Statement:
"Our company's success is a result of superior responsiveness and personal service. I'm personally committed to working with our entire supply chain to find new and creative ways to service WSCA participants and help WSCA achieve its business goals."

Marketing Leadership

Pat Resch
Vice President, Marketing

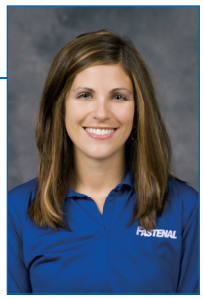


Mr. Resch draws on 27 years of experience with Fastenal to lead marketing activities ranging from store merchandising and email campaigns to trade shows and company branding. He spent his first 20 years with the company in sales, learning our customers' needs first-hand, initially as a store general manager, later a district manager, and ultimately as a regional vice president for multiple regions. With a deep understanding of our customers and our company, he has built Fastenal's marketing department from the ground up – from a handful of print designers to a dynamic multimedia marketing operation.

Commitment Statement:

"I commit my leadership to provide information and tools that make it easy for WSCA members to do business with Fastenal. That includes working with WSCA and individual states to tailor marketing solutions that meet their needs. After more than 25 years with Fastenal, I've internalized our core values of Ambition, Innovation, Integrity and Teamwork, and I look forward to practicing these values in my service to the Western States Contracting Alliance."

Sally Olson
Corporate Marketing Manager



Sally Olson leads a team of campaign coordinators to develop and manage corporate and store-level marketing campaigns that increase customers' awareness of Fastenal's brand, products, services and solutions through electronic and print media. Her responsibilities include web campaigns, video production, and diverse print materials ranging from high-level corporate overviews to custom pieces for individual stores and customers. Under her leadership, Fastenal's email marketing program has grown from 18,000 to well over 200,000 customers in less than two years, with thousands of customers opting in weekly. She has also been instrumental in the rapid development of Fastenal's video production capabilities and scope, helping to make video a vital marketing and training tool for our company.

Commitment Statement:

"I commit to understanding the marketing needs of WSCA and individual state customers in order to provide custom solutions that will help us grow and succeed together. Drawing in particular on my electronic media and product marketing background, I will lead and motivate my group to provide targeted, effective campaigns that educate WSCA participants about Fastenal's capabilities and products, and make it easy to find the right solutions to achieve their goals."

Ben Johnson
Director of Web Sales and Marketing



Ben Johnson joined Fastenal in 1991 as a part-time warehouse worker while attending college. He then spent several years in the state of Texas managing one of our company's largest stores and, later, serving as a district manager in Ft. Worth and West Texas. In 2005 he returned to Minnesota to head up IT Sales Systems Development and recently moved into Marketing, serving as marketing manager before taking on his current web-focused role. He is responsible for the product information on Fastenal.com along with the prioritization of web development initiatives. He also oversees the sales effort to promote the site to Fastenal's stores and customers.

Commitment Statement:

"My ultimate responsibility and goal is to exceed our customers' expectations when they purchase from Fastenal.com. All development priorities are looked at by first asking the question, 'How does this help our customer do their job more efficiently?' I am 100% committed to continually improving the online procurement experience for WSCA participants, and to helping them achieve their business goals."

David Bonk
Product Marketing Manager



David Bonk and his team continually work to standardize and enhance the product images and data featured in Fastenal's printed materials, e-newsletters and web site. Under his leadership, Fastenal's print and web product information has become a company strength. One of his key ongoing initiatives is to add thousands of product profiles to Fastenal.com each week as we work toward our goal of populating the site with all of the SKUs in our distribution system. Mr. Bonk began working at Fastenal in 2006 while completing his Master's of International Business Administration degree at Saint Mary's University, Minnesota.

Commitment Statement:
"Fastenal's core values – Integrity, Ambition, Teamwork and Innovation – are daily reminders that it's essential to bring to work the same values and attitudes that one lives on a daily basis. I commit to never lose sight of these values, to adhere to my own and my company's moral and ethical standards, and to make our customers' priorities my own."

Paul Wisniewski
Web Fulfillment / Customer Service Manager



Paul Wisniewski oversees the fulfillment of web orders that ship direct from distribution, working to provide timely and accurate order fulfillment and quickly handle any order issues. His team also assists customers who call or e-mail with account, product or sourcing questions, providing prompt, personal support. He has acquired diverse skills and experience during his 15 years with Fastenal. He started in the field as a store general manager before overseeing national procurement of Fastenal's power tool and accessory lines. He also worked in Fastenal's Marketing and Product Development departments and led several operations departments prior to taking on his current role in website management.

Commitment Statement:
"My commitment is to Fastenal and the customers we service. As a Fastenal employee, I am dedicated to serving the Western States Contracting Alliance with the highest level of integrity, efficiency, accuracy and honesty, and I will provide leadership, training and guidance as needed by our customers to fulfill all contractual obligations."

Product Development Leadership

Michael Scott Camp
Vice President, Product Development & Procurement



Mr. Camp leads the supply side of Fastenal's business – from product development and global sourcing to procurement and supply chain management. In a nutshell, his teams are responsible for bringing products into Fastenal's distribution network so that stores can effectively fulfill customer orders at the local level.

He started his career with Fastenal in 1991 as an assistant store manager, quickly progressing to general manager before following his passion to focus on distribution, initially as a purchasing agent and later in a variety of corporate sourcing, procurement and product development roles. Much of his focus has been global in nature. In 1996 he took over Fastenal's international sourcing and purchasing department, and in 2002 he helped launch the company's internal trading company, FASTCO (Shanghai), serving as president and living in Shanghai with his family until December 2007. He continues to have P&L responsibilities for FASTCO and visits the division, along with our key regional supplier-partners, several times a year.

Commitment Statement:
"At Fastenal, we all take our responsibilities seriously and expect a high measure of ownership and accountability from ourselves and others within the organization. At the heart of this, for me personally, is a strong desire to serve and to add value to our customers, which in my position means continuously working to improve the quality of Fastenal's product offering while making sure we have the product availability to meet the customer's demand. My core values and personal integrity ensure ethical business transactions between Fastenal and our global supplier-partners, and that the quality of our products will meet or exceed the customer's expectations. My leadership and commitment to excellence will guide such actions, and in the event that we fall short of expectations, immediate corrective actions will be implemented to remedy the situation."

Steve Appelwick
Business Development Manager – Fasteners, Raw Materials, Lifting & Rigging



Since joining Fastenal in 1981, Steve Appelwick has worked in sales for approximately 15 years and various operational positions for 13 years. Drawing on his deep, diverse experience, he has spent the past two years as a business development leader, spearheading supplier relations, negotiations, and category and SKU development strategies – with a goal of putting our company in the best possible position to service our customers within his product groups.

Commitment Statement:
"I will provide my very best in terms of leadership, vision, ethics, integrity and teamwork to make the WSCA / Fastenal partnership longstanding and successful. I commit that the WSCA cooperative will receive best practices, best products and best service from my product groups."

Darrell Bates
Business Development Manager – Hand & Air Tools, Safety, Construction Supplies, Janitorial, Chemicals & Paints



Darrell Bates began his career with Fastenal in 1977 working part-time while attending school in Winona, MN. Upon graduation, he became an assistant manager in one of our stores. After learning the business and gaining knowledge of our product lines and the organization, he was promoted to a store manager and opened Fastenal's seventh store, in Wausau, WI (in 1978). After managing that store for a number of years, he was promoted to district manager in 1984, with responsibility for a number of stores in Wisconsin, Northern Illinois and Eastern Iowa. As the company continued to expand its geographic reach, Darrell was promoted to the role of regional manager in 1990, overseeing the Midwest region and managing a number of district managers. In 1998 he moved into the marketing side of the business and was Fastenal's marketing manager until 2002, when he assumed his current position as one of our business development managers, leading a team of product managers.

Commitment Statement:
"Fastenal's ultimate success in supporting the needs within the WSCA contract will in large part hinge on our ability to provide the right products, at a fair price, on time, to the locations needing them. From a product development standpoint, my commitment is to ensure that our store locations have easy access to all of the products needed to support each individual location. At Fastenal, this unwavering level of dedication and commitment to our customers' needs is at the very core of what has allowed us to become one of the largest industrial distributors in North America."

Aaron Ruppert
Business Development Manager – Product Expansion



Aaron Ruppert started working for Fastenal in 1994 part-time in the Receiving department of the Winona, MN warehouse. Since then, he has worked in several capacities ranging from sales and purchasing to international procurement and product development. He was recently named Fastenal's business development manager for product expansion, with a focus on increasing the breadth and depth of products that Fastenal has to offer. Aaron is credited with initiating and developing the Office Products offering that Fastenal now provides to our customers.

Commitment Statement:
"I've always felt that success is bred through methods of continual improvement. I commit to apply this philosophy by offering the utmost support to our Product Development group as we work to develop the categories of products and supplier relationships necessary to fully service the WSCA contract."

Mike Rusk
Business Development Manager – Product Development and Supplier Relations



Mike began with Fastenal in April 1992 as a part-time warehouse employee. When asked to join the sales force, he relocated to Tennessee to serve as an assistant branch manager, then moved to North Carolina to serve as a branch manager. An opening within operations became available during 1994, which prompted his next move, to Scranton, PA, where he oversaw Fastenal's Northeast distribution center. He started with 23 employees and built the operation to 165 employees by the time he departed in 2001 to oversee Fastenal's packaging operation in Rockford, Il. In 2003 Mike joined the Product Development team to manage a new product offering: Metals, Alloys & Materials. Shortly thereafter he was promoted to business development manager, a position that was created within Product Development to establish more direct leadership for individual product lines. Seven years later, his responsibilities have grown from directing four product lines to 12 for the company.

Commitment Statement (Mike Rusk):
"Providing solutions is a key element within our Product Development area, and I will continue to provide leadership to create opportunities and solutions that enable our sales force to meet the needs of WSCA participants. To that end, we must maintain strong, ethical and respectful relationships with our suppliers. A true approach to partnership has proven successful within our supplier community as well as our customer base. I commit that these base fundamentals will not waiver during my teams' support of the Western States Contracting Alliance as well as the numerous Fastenal stores that will service the WSCA contract."

Additional Key Support Personnel

Ashok Singh
Vice President of Information Technology



Ashok Singh's IT teams are responsible for developing and supporting state-of-the-art, tightly integrated software applications for all business processes, as well as maintaining and enhancing a secure corporate infrastructure to support our internally developed software applications spread over 2,500 locations and used by thousands of users and customers. An electrical engineer by education, Ashok Singh has spent nearly 25 years in the field of IT in various roles. He has a passion for crafting and re-architecting strategic applications to achieve company objectives, and he offers a unique blend of business and technical acumen which helps the department align closely with our business needs.

Commitment Statement:
"Fastenal's IT department will quickly align with the needs of the WSCA cooperative by providing technical solutions and applications that will streamline processes, improve accuracy and communication, and create value."

Doug Mensendiek
Director of Sales Development



Doug Mensendiek provides Fastenal's in-the-field sales force (outside sales, industry specialists, National Account specialists, and manufacturing sales) with the tools and training they need to provide the best customer service in the industry. He began his Fastenal career in 1992 as an assistant store manager in Kansas City before moving on to become a store manager in Orlando. He was then promoted to district manager in Florida, where he opened Fastenal's first stores in the South Florida market, and later became the first field sales person hired as part of our National Accounts program. Based on his success in this role, he went on to become regional manager for Fastenal's National Accounts in the Midwest. Prior to taking on his current sales development position, he served as director of industry sales.

Commitment Statement (Doug Mensendiek):
"I commit to provide training and leadership where it matters most – in the field. I will work to ensure that our field sales people have the knowledge, tools and training they need to provide solutions for WSCA members, and exceed customers' expectations for service."

Peter Guidinger
Fastenal School of Business (FSB) Director, Director of Customer Service and Research



Mr. Guidinger serves in two distinct capacities for Fastenal. One is to lead Fastenal's comprehensive corporate university (FSB), which comprises numerous campuses and delivers education and training to thousands of employees each year via classroom, virtual classroom and online learning. To this role he brings more than 20 years of education experience, including 10 in higher education and 12 in adult education and corporate learning.

Drawing on more than a decade of research experience, Guidinger also spearheads Fastenal's customer service and research initiative, for which he has established a scientific means of measuring customer service and loyalty utilizing a custom-designed closed loop survey system. He is currently developing statistical measurements of customer data and additional customer research projects. Mr. Guidinger received a Ph.D. from the University of Notre Dame and completed post doctoral research at the University of California – San Francisco.

Commitment Statement:
"I will provide leadership, planning and follow-through to support the successful implementation and execution of the WSCA agreement, working to ensure that participants receive outstanding training to successfully procure products from Fastenal. Through scientific customer service measurements, I will also help ensure that Fastenal delivers an invaluable product procurement and fulfillment function to the WSCA cooperative by directly measuring our service performance."

Government Sales Support Team for the Western States Contracting Alliance





John Soderberg
Vice President, Government Sales

Mr. Soderberg brings 17 years of experience with Fastenal in industrial supply and distribution sales. He started his Fastenal career part-time while attending college. Upon graduation, he worked his way up from a support role, to various store general manager positions, to district manager, and eventually to regional vice president of our Seattle-based region. In his current role, he is focused on state, local and federal government business. He leads Fastenal's government sales team, which works with our stores and operations personnel to ensure excellent service and value for our government customers.

Commitment Statement:
"I will provide leadership, direction and vision to each department supporting the successful implementation and continuous improvement of the Western States Contracting Alliance. I will be an active participant in providing WSCA with industry insight, best practices and reporting options to help you achieve your goal of providing states with cost-effective and efficient acquisition of quality products and services."

Years of industry experience: 17
507.313.7313 / jsoderbe@fastenal.com



Ryan Ash
Government Sales Director – West

Ryan Ash leads Fastenal's team of government sales managers west of the Mississippi River. His responsibilities include training our sales people to service our government customers, as well as leading and managing our government state specialists, who focus exclusively on state and local customers within a specific state. During his 11 years with Fastenal, he has served as sales support, assistant manager, store manager and district manager in both California and Oregon. He brings extensive experience in developing state and local government partnerships within his territories. Specifically, he helped develop and manage a strategic contract with the City of Portland, Oregon. His role in this partnership included overseeing deadlines, personnel assignments, conflict resolution and customer quarterly reviews.

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Years of industry experience: 11
310.741.8882 / rash@fastenal.com

Kevin Fitzgerald
Government Sales Director – East



Kevin Fitzgerald leads Fastenal's team of government sales managers in the field east of the Mississippi River. Like his western U.S. counterpart Ryan Ash, his responsibilities include training our sales people to service our government customers and managing our government state specialists. During his 11 years with Fastenal, he has served as an outside sales person and an assistant branch manager. He has spent the past six years positioning Fastenal as a premier supplier of quality MRO products to our government customers, both as a key account government sales specialist and in his current role. He has overseen many successful government contract negotiations and partnerships, and was part of the leadership team that worked on Fastenal's State of Indiana contract, our largest state contract to date.

Commitment Statement:
"My goal, simply put, is to bring solutions and value to our customers, and I will commit to positioning Fastenal to do just that through a WSCA industrial supply contract."

Years of industry experience: 11
757.679.9068 / kfitzger@fastenal.com

Regional Government Sales Specialists

Jake Barclay

Jake Barclay joined Fastenal in March 2004 as an outside sales person. He was promoted to store general manager to open a new store and later relocated to West Texas and Southern Oklahoma to turn around two of the worst stores in the country – both of which are now high-performing stores in their respective regions. In 2008 he left the commercial side of the company and moved into Government Sales, working for the largest district in Texas. In 2009, he was promoted to the position of regional government sales manager for a five-state region.

Commitment Statement:
"I pledge to serve each WSCA participant as I do any other customer – with pride, with loyalty and with the understanding that the more value we bring, the better it will be for both parties involved."

Pamela Carlson

Pamela Carlson joined Fastenal in June 2010 and has spent her first few months with the company in a training capacity. Although still new to the company, she has actively supported our government contracts with the City of Portland, the Port of Portland and the University of Portland. Previously she served as a signals intelligence/cryptologic linguist specialist in the U.S. Army. She attended Kent State University, majoring in Political Science, and graduated from the Defense Language Institute in Monterey, CA.

Commitment Statement:
"As Fastenal's State of Oregon Government Sales Specialist and a Desert Storm veteran, I am fully committed to providing outstanding value-added service to WSCA members. With a keen understanding of the importance of our government's role, as well as our partnership with WSCA, I will utilize my knowledge, positive attitude and strong work ethic to service the WSCA contract. I promise 110% effort and diligence from myself, as well as the Oregon Fastenal team."

Mark Dworsky

Mark Dworsky started his Fastenal career in 1989 after graduating from the University of Wisconsin. Since March 2009 he has been the regional manager of government sales in Washington, Alaska, Oregon and Hawaii. Previously, he served as Fastenal's district manager in Western Washington for over 18 years. He has been the contract administrator for our Washington State contract for the past six years.

Commitment Statement:
"My goal is to introduce and implement the WSCA contract at all Fastenal branch locations in the region I cover. I will provide leadership to our branch locations and value to WSCA members by providing cost savings and product solutions."

Mike Fellows

Mike Fellows currently serves as Fastenal's government specialist for two Midwest sales regions. He has been with Fastenal for 10 years, serving in a number of roles, including part-time support, general manager, key account sales, and currently, government sales. His responsibilities include initiating and developing relationships with larger federal, state and local government entities within his service areas. Mike was instrumental in helping to secure and implement Fastenal's contract with the State of Indiana.

Commitment Statement (Mike Fellows):
"I am fully committed to providing the WSCA cooperative with a solutions-based relationship focused on providing value and opportunity to state governments. I will work diligently with my colleagues to promote Fastenal and WSCA and to present solutions leveraging Fastenal's strengths as a dynamic, innovative supplier supported by a nationwide local store presence."

Eric Frankhanel

Eric Frankhanel has been with Fastenal since he graduated from Penn State University in 1990. He was so impressed with the company's commitment to *Growth Through Customer Service* that he turned down offers from other progressive companies to accept an entry-level sales position. He soon moved into a store management role, opening several stores within his first year of employment, and worked his way up to the district manager level by 1993. He started the first Fastenal store in his new district in June of that year and earned Fastenal's first New York State contract, for fasteners, in 1994, which eventually led to our current contract for industrial and commercial supplies and equipment (pc62979). He also secured Fastenal's contract for guiderail hardware in 2007 (pc63627) and set up numerous other state and local contracts, including industrial supplies for the NY/NJ Port Authority and contracts for abrasives, filters and other commodity items with MTA and NYCTA. In addition, he has been heavily involved with numerous BOCES commodity contracts as well as a multiple-million-dollar award that made Fastenal the primary source for all industrial needs at Rensselaer Polytechnic Institute.

Commitment Statement:
"I commit to the WSCA members that I will search for true solutions to their needs, no matter how large or small, and add valuable services to earn their business and trust. With my experience in the branches, my ten years as a district sales manager, and my five years selling strictly to state and local government entities, I will be one of many valuable assets in the implementation and execution of this new contract opportunity. My experience will make me a good link between our corporate infrastructure, branches, government sales leaders, and the various service leaders in our corporate office who are necessary to put the right tools in place to satisfy the needs of our customers."

Don Heckman
Government State Specialist for the State of Florida

Don Heckman joined the Fastenal team in 2007 as an outside sales professional, drawing on his past sales, management and construction experience to quickly build his customers' trust. He served as a store general manager before taking on his current role of government state specialist, in which capacity he is responsible for training and supporting local Fastenal stores regarding all aspects of state and local government business in Florida.

While he was the manager of his last store, Don was heavily involved in implementing a hurricane disaster plan for the City of New Port Richey, for which Fastenal is the first call for supplies. He has also been working closely with the University of Florida to develop a cooperative use contract for their MRO supplies. This contract will be utilized in conjunction with a PunchOut catalog he has been creating in collaboration with the university's purchasing and department heads.

Commitment Statement:
"Ambition, Innovation, Integrity and Teamwork are the keys to ensuring that our customers' expectations are not only met but surpassed. My commitment will be to help WSCA achieve its organizational goals while providing members with a strong local supplier that brings value to their business and communities through superior service and cost savings solutions."

Chris Jilge

Chris Jilge started with Fastenal in December 2000 as part-time support and took on a full-time outside sales position in January 2001. He was later promoted to assistant store manager, and in March 2007 opened a Fastenal store in downtown Oklahoma City. Based on his success at this branch, he was named Fastenal's government sales specialist for the state of Oklahoma in July 2010. Since then, he has supported and assisted with the implementation of multiple Fastenal government contracts, including the City of Oklahoma City MRO contract, Central Oklahoma Transit and Parking Authority (COTPA) MRO contract, Oklahoma County MRO contract, and State of Oklahoma MRO contract. He is currently assisting with the State of Oklahoma hand and power tool contract.

Commitment Statement:
"I will dedicate myself to training our branch personnel to support the initiatives of the Western States Contracting Alliance based on the direction and vision of Fastenal's government team. I am confident that Fastenal will be an excellent partner with WSCA to continually improve and promote the cost savings, green and sustainability initiatives of WSCA members."

Craig Lawrence

Craig Lawrence will be serving as Fastenal's government specialist for South Texas. In his 8 years with Fastenal he has served in many roles, including part-time support, outside sales, assistant store manager, general manager, and currently, our South Texas government sales specialist. His responsibilities include creating and developing relationships with Texas state and local government entities.

Commitment Statement:
"I am committed to creating solutions and adding value to customers by utilizing the WSCA industrial supply contract. I look forward to promoting the WSCA contract in my efforts to make Fastenal the best government supplier in my market."

Sean Luigs

Sean Luigs joined Fastenal in 2003 as an assistant store manager and moved into a general manager position in Sacramento, CA in early 2004. Four successful years later, he helped launch Fastenal's Sacramento-based Strategic Store and began managing it in 2008, with a focus on providing inventory control solutions for government agencies throughout California. One of the highlights was his implementation of Fastenal's industrial vending program with the City of Sacramento. As featured in a recent Government Technology case study, this program is helping the city save significant time and money by controlling employee consumption of high-use items (e.g., gloves and batteries) while also automating ordering.

In his current role as Fastenal's government state specialist in California, Sean focuses on providing structure and organization for our government customers throughout the state.

Commitment Statement
"With more than 2,300 stores in the United States, Fastenal has a solid footprint for providing proactive, personal service on the local level. I will strive to bring organization of the WSCA contract to California for a successful implementation by Fastenal. This includes providing training to local Fastenal stores throughout California in order to ensure contract awareness and compliance."

Clay Rasco

Clay Rasco currently serves as Fastenal's government state specialist for Mississippi. He has been with Fastenal since February 2005, serving in a number of roles, including part-time support, assistant manager, general sales manager, and currently, government specialist. His responsibilities include initiating and developing strong relationships with state and local government entities. In addition, he is active with all 30 Fastenal stores in the state of Mississippi, offering support and training.

Commitment Statement:
"I am completely committed to training our branch personnel to support the Western States Contracting Alliance. I am positive that Fastenal can meet and exceed all expectations through exceptional customer service, quality products and our many value-added services."

Amber Rinard

Amber Rinard focuses on Fastenal's State of Indiana government accounts. Her responsibilities include training Fastenal's sales force to understand the contract and provide consistently excellent service to customers, while in turn providing a customer service "voice" for our State of Indiana accounts. She proactively looks for ways Fastenal can help the state be more cost-efficient with its orders. Previously, she served as an outside sales person at a Fastenal store in southern Indiana.

Commitment Statement:
"Every day, my goal is to show value to our customers and find solutions to their purchasing challenges. I commit to pursue these goals on behalf of the WSCA cooperative and prove Fastenal's value as a supplier that can truly impact the bottom line."

Matt Rolfe

Matt Rolfe has worked for Fastenal since 2007. In his initial position as an outside sales person, he helped secure and implement three of the five national accounts in his territory. Based on his success, he was promoted to general manager of a new branch in Florence, SC, where he spearheaded sales growth of over 150%. During his time as a general manager, he worked closely with state and local governments within his territory to grow and maintain those customer relationships, which constituted approximately 35% of his store's total business.

Commitment Statement:
"I am fully committed to providing the members of the WSCA cooperative with superior service and solution-based relationships. Drawing on my knowledge and experience, I will provide leadership, training and guidance to our branches and all company personnel involved in the WSCA contract."

Adrian Schoen

Adrian Schoen will be serving as Fastenal's government specialist for the state of Minnesota, where he was born and raised. He has been a part of the Fastenal team for nearly two-and-a-half years. He began working at Fastenal as an associate product manager before transitioning to an outside sales role at the Fastenal store in Lakeville, MN. His responsibilities include driving sales with the current state and local government accounts and obtaining new business within the state of Minnesota.

Commitment Statement:
"I am entirely committed to building productive relationships and offering valuable solutions to not only meet but exceed Minnesota's state and local customers' needs. I will be focusing my energy on promoting the Western States Contracting Alliance in order to achieve those goals."

Bruce Southworth

Bruce Southworth joined the Fastenal team in April 2006. Since then he has garnered diverse experience in industrial supply sales and operations, having served both as a store general manager in Riverside, CA and a district manager within the Southern California region. As Fastenal's government sales specialist for Southern California, he has helped to secure and support the hardware contract for the City of Long Beach as well as the hardware and VMI services at John Wayne Airport in Orange County.

Commitment Statement:
"During my time with Fastenal, I have always stuck to the company's core values and motto: Growth Through Customer Service. I commit to bring Integrity, Ambition, Teamwork and Innovation to the Western States Contracting Alliance, and by consistently adhering to these values, to foster growth and success with WSCA for years to come."

Christopher White

Chris White is responsible for the day-to-day planning and execution of a business plan that leverages Fastenal's unique business platform to drive industry best practices to our government customers via our network of store locations and the store based sales force. Since starting with Fastenal 10 years ago as a warehouse employee while completing his college education, he has served in positions of increasing responsibility, including inside/outside sales person and branch manager. Following a deployment to Iraq in 2003, he returned to serve as a military sales specialist and government sales manager.

As government sales manager for the Mid-Atlantic and Northeastern regions over the past four years, he has been directly involved in the development and execution of multi-year, multi-million-dollar contracts at the state and federal levels.

Commitment Statement:
"I am committed to providing solutions to government customers, training to our employees, and being a catalyst for continuous improvement, whenever and wherever needed."

Tim Williams

Tim Williams joined Fastenal in 2005 as a part-time warehouse worker, quickly working his way up to a lead position and then a management position within the distribution center. In August 2006 he was named to Fastenal's government sales team in the Southeast region. In this role, he secured the State of Mississippi MRO contract for Fastenal and was instrumental in earning the MRO contract for the State of South Carolina. He was also actively involved in the State of Florida hand tool contract (for which Fastenal recently received an "Intent to Award"), and his efforts have led to numerous county and municipal contracts throughout the states of Alabama, Florida, Georgia and Tennessee. Tim has an extensive training background and has proven an invaluable asset in training Fastenal branch personnel to effectively service government contracts.

Commitment Statement (Tim Williams):
"I commit to work diligently with the purchasing professionals of the Western States Contracting Alliance to ensure that their organizations receive the highest quality MRO products backed by outstanding customer service and solutions to reduce costs and streamline processes."

Adam Wright

Adam Wright is Fastenal's government state specialist for the state of Ohio. Since joining Fastenal in 2007, he has served as an outside sales person as well as a store general manager. As part of Fastenal's government sales team, he has delivered service for numerous government customers while providing local branches with training and support to help facilitate these customers' needs. His commitment to service and communication has made him a vital point of connection between our state customers and stores.

Commitment Statement:
"I will work to help WSCA members achieve their goals by being responsive to their needs and leveraging our local footprint and inventory to provide personal, proactive service for each entity that does business with us."

FASTENAL®



Growth Through Customer Service

Providing Local Service and Inventory at 2,300+ Fastenal Stores

WSCA Bio Brochure • JK 10.10 • Printed in the USA

FASTENAL®

WSCA PARTICIPATING STATES



Fastenal Company was founded in 1967 and is headquartered in Winona, MN. We operate more than 2,400 Fastenal locations spanning all 50 U.S. states as well as Puerto Rico, Canada, Mexico, Singapore, China, Malaysia, Hungary, Panama, United Kingdom, and The Netherlands. We also operate 14 regional distribution centers located in Minnesota, Indiana, Ohio, Pennsylvania, Texas, Georgia, Washington, California, Utah, North Carolina, Kansas, Ontario, Canada; Alberta, Canada; and Nuevo Leon, Mexico. Overall, we employ more than 12,000 people in our various locations. In 2009 our net sales were $1.9 billion.

Fastenal is not your typical national industrial supplier. Rather than shipping products from a few central locations, we employ local people to serve local customers. Each store offers a broad mix of core and custom inventory to anticipate local demand, makes local deliveries whenever they're needed, and provides vendor-managed inventory services to help customers streamline processes and free up cash.

In short, we are where our customers are, and our people are members of the communities they serve.

Here's a quick look at Fastenal's overall economic impact in WSCA Participating States during 2009:

Payroll Paid to WSCA Participating State Residents:
$185,669,029.89

Rent Paid within WSCA Participating States:
$41,058,444.83

Taxes, Licenses & Fees* Paid to WSCA Participating States:
$34,093,000.00

Utilities Paid within WSCA Participating States:
$7,866,629.08

TOTAL ECONOMIC IMPACT: $268,687,103.80

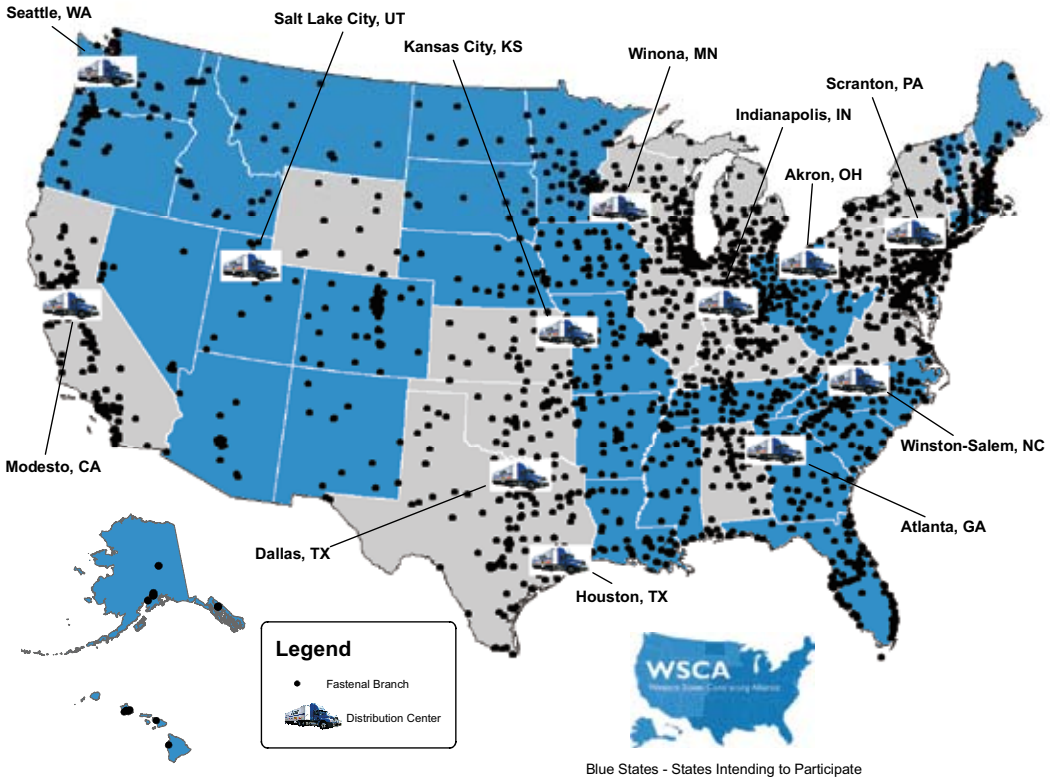
*Sales, Use, Corporate, Finance, Real Estate, Business License, Personal Property Tax, and Vehicle Tax Paid to state. Taxes paid to state are rounded and estimated.

To learn more about the WSCA master service agreement, visit
www.fastenal.com/wsca

WE ARE WHERE YOU ARE

FASTENAL CONTRIBUTES TO THE ECONOMIC VITALITY OF ALL WSCA PARTICIPATING STATES

Fastenal operates 1,148 stores in WSCA Participating States that are run by people who live and pay taxes in the communities they serve. When you purchase industrial supplies from your local Fastenal store, you not only receive quality products and services from a trusted vendor, you support local workers and contribute to the economic vitality of your community.



Blue States - States Intending to Participate

LOCAL STORES



PERSONAL SERVICE



HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

FASTENAL®

KEY SAFETY PARTNER SUPPORT PROGRAM

Solutions to Minimize Your Safety Incidents and Costs



Provided by: Fastenal & Our Key Business Partners

Valued Customers:

The global marketplace continues to provide new challenges for your business and workforce. We want to know that you can count on Fastenal to provide sound product and process consultation. Our goal is to be your trusted source for solutions that protect your workforce, prevent lost time injuries, and positively impact your company's profitability.

We know that you value your employees and realize that a safe environment increases worker satisfaction and, in turn, productivity. We're here to answer your questions regarding regulations and create a plan (on an annual basis) that will help drive down incident rates and insurance costs. To those ends, Fastenal has created a Key Partners Safety Program that addresses the core safety challenges your company may face – before they become problems or citations.

Included in this printed piece are many of the relevant OSHA standards for personal protective equipment and facility safety. Please note that, for each of these categories, Fastenal and our manufacturer partners are on call to come to your facility and perform assessments or product trials. We hope that this new resource, in conjunction with Fastenal's infrastructure and inventory management solutions, will create opportunities for us to strengthen our partnership and provide innovative ways to decrease your acquisition costs.

Please contact your local Fastenal representative to take advantage of this exclusive program.

Best Regards,



Brent Roeder
Safety Specialist, QSSP
Phone: 507-453-8504
Cell: 507-318-9654
e-mail: broeder@fastenal.com



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Body Guard™

SAFETY GEAR

Your business is only as good as your people. Keep 'em safe and productive with premium safety gear from Body Guard™ – built for comfort, style, and extreme jobsite protection.

Body Guard™ offers a full line of premium gear to protect your hide on the job. Whether you need protection for hands, eyes, ears, heads, or other useful body parts – we've got you covered.

Invite a specialist to come to your facility and perform a PPE assessment. When we leave, you will have a clear baseline of the protection in your facility and suggestions for how Fastenal can support your safety efforts. We at Body Guard believe that zero incidents in your facility is an achievable goal. We also know that the most valuable assets you have are the men and women that get the job done every day – and we want to help you send them home safe.

Contact your local Fastenal representative to schedule a facility assessment today.

Serious protective gear for eyes, ears, hands, heads, and other useful body parts. Strap it on; live to work another day.

ENGINEERED FOR SURVIVAL

Distributed by FASTENAL



SELF-INSPECTION CHECKLIST

EMPLOYER POSTING CHECKLIST

- Is the required OSHA Job Safety and Health Protection Poster displayed in a prominent location where all employees are likely to see it?
- Where employees may be exposed to toxic substances or harmful physical agents, has appropriate information concerning employee access to medical and exposure records and Material Safety Data Sheets (MSDSs) been posted or otherwise made readily available to affected employees?
- Are signs concerning exit routes, room capacities, floor loading, biohazards, exposure to x-ray, microwave, or other harmful substances posted where appropriate?
- Is the Summary of Work-Related Injuries and Illnesses (OSHA Form 300A) posted during the months of February, March and April?

RECORDKEEPING CHECKLIST

- Are occupational injuries or illnesses, except minor injuries requiring only first aid, recorded as required on the OSHA 300 log?
- Are employee medical records and records of employee exposure to hazardous substances or harmful physical agents up-to-date and in compliance with current OSHA standards?
- Are employee training records kept and accessible for review by employees, as required by OSHA standards?
- Have arrangements been made to retain records for the time period required for each specific type? (Some records must be maintained for at least 40 years.)
- Are operating permits and records up-to-date for items such as elevators, air pressure tanks, liquefied petroleum gas tanks, etc?

SAFETY AND HEALTH PROGRAM CHECKLIST

- Do you have an active safety and health program in operation that includes general safety and health program elements as well as the management of hazards specific to your worksite?
- Is one person clearly responsible for the safety and health program?
- Do you have a safety committee or group made up of management and labor representatives that meets regularly and reports in writing on its activities?
- Do you have a working procedure to handle in-house employee complaints regarding safety and health?
- Are your employees advised of efforts and accomplishments of the safety and health program made to ensure they will have a workplace that is safe and healthful?
- Have you considered incentives for employees or workgroups who excel in reducing workplace injury/illnesses?

MEDICAL SERVICES AND FIRST AID CHECKLIST

- Is there a hospital, clinic, or infirmary for medical care near your workplace or is at least one employee on each shift currently qualified to render first aid?
- Have all employees who are expected to respond to medical emergencies as part of their job responsibilities received first aid training; had hepatitis B vaccination made available to them; had appropriate training on procedures to protect them from bloodborne pathogens, including universal precautions; and have available and understand how to use appropriate PPE to protect against exposure to bloodborne diseases?
- If employees have had an exposure incident involving bloodborne pathogens, was an immediate post-exposure medical evaluation and follow-up provided?
- Are medical personnel readily available for advice and consultation on matters of employees' health?
- Are emergency phone numbers posted?
- Are fully supplied first aid kits easily accessible to each work area, periodically inspected and replenished as needed?
- Have first aid kits and supplies been approved by a physician, indicating that they are adequate for a particular area or operation?
- Is there an eye-wash station or sink available for quick drenching or flushing of the eyes and body in areas where corrosive liquids or materials are handled?



SELF-INSPECTION CHECKLIST

PERSONAL PROTECTIVE EQUIPMENT AND CLOTHING CHECKLIST

- Has the employer determined whether hazards that require the use of PPE (e.g., head, eye, face, hand, or foot protection) are present or are likely to be present?
- If hazards or the likelihood of hazards are found, are employers selecting appropriate and properly fitted PPE suitable for protection from these hazards and ensuring that affected employees use it?
- Have both the employer and the employees been trained on PPE procedures, i.e., what PPE is necessary for job tasks, when workers need it, and how to properly wear and adjust it?
- Are protective goggles or face shields provided and worn where there is any danger of flying particles or corrosive materials?
- Are approved safety glasses required to be worn at all times in areas where there is a risk of eye injuries such as punctures, abrasions, contusions, or burns?
- Are employees who wear corrective lenses (glasses or contacts) in workplaces with harmful exposures required to wear only approved safety glasses, protective goggles, or use other medically approved precautionary procedures?
- Are protective gloves, aprons, shields, or other means provided and required where employees could be cut or where there is reasonably anticipated exposure to corrosive liquids, chemicals, blood, or other potentially infectious materials? See the OSHA Bloodborne Pathogens standard, 29 CFR 1910.1030(b), for the definition of "other potentially infectious materials."
- Are hard hats required, provided and worn where danger of falling objects exists?
- Are hard hats periodically inspected for damage to the shell and suspension system?
- Is appropriate foot protection required where there is the risk of foot injuries from hot, corrosive, or poisonous substances, falling objects, crushing, or penetrating actions?
- Are approved respirators provided when needed? (See 29 CFR 1910.134 for detailed information on respirators or check OSHA's website).
- Is all PPE maintained in a sanitary condition and ready for use?
- Are food or beverages consumed only in areas where there is no exposure to toxic material, blood, or other potentially infectious materials?
- Is protection against the effects of occupational noise provided when sound levels exceed those of the OSHA Noise standard?
- Are adequate work procedures, PPE and other equipment provided and used when cleaning up spilled hazardous materials?
- Are appropriate procedures in place to dispose of or decontaminate PPE contaminated with, or reasonably anticipated to be contaminated with, blood or other potentially infectious materials?



SELF-INSPECTION CHECKLIST

ENVIRONMENTAL CONTROLS CHECKLIST

- Are all work areas properly illuminated?
- Are employees instructed in proper first aid and other emergency procedures?
- Are hazardous substances, blood and other potentially infectious materials, which may cause harm by inhalation, ingestion, or skin absorption or contact, identified?
- Are employees aware of the hazards involved with the various chemicals they may be exposed to in their work environment, such as ammonia, chlorine, epoxies, caustics, etc.?
- Is employee exposure to chemicals in the workplace kept within acceptable levels?
- Can a less harmful method or product be used?
- s the work area ventilation system appropriate for the work performed?
- Are spray painting operations performed in spray rooms or booths equipped with an appropriate exhaust system?
- Is employee exposure to welding fumes controlled by ventilation, use of respirators, exposure time limits, or other means?
- Are welders and other nearby workers provided with flash shields during welding operations?
- If forklifts and other vehicles are used in buildings or other enclosed areas, are the carbon monoxide levels kept below maximum acceptable concentration?
- Has there been a determination that noise levels in the facilities are within acceptable levels?
- Are steps being taken to use engineering controls to reduce excessive noise levels?
- Are proper precautions being taken when handling asbestos and other fibrous materials?
- Are caution labels and signs used to warn of hazardous substances (e.g., asbestos) and biohazards (e.g., bloodborne pathogens)?
- Are wet methods used, when practicable, to prevent the emission of airborne asbestos fibers, silica dust and similar hazardous materials?
- Are engineering controls examined and maintained or replaced on a scheduled basis?
- Is vacuuming with appropriate equipment used whenever possible rather than blowing or sweeping dust?
- Are grinders, saws and other machines that produce respirable dusts vented to an industrial collector or central exhaust system?
- Are all local exhaust ventilation systems designed to provide sufficient air flow and volume for the application, and are ducts not plugged and belts not slipping?
- Is PPE provided, used and maintained wherever required?
- Are there written standard operating procedures for the selection and use of respirators where needed?
- Are restrooms and washrooms kept clean and sanitary?
- Is all water provided for drinking, washing and cooking potable?
- Are all outlets for water that is not suitable for drinking clearly identified?
- Are employees' physical capacities assessed before they are assigned to jobs requiring heavy work?
- Are employees instructed in the proper manner for lifting heavy objects?
- Where heat is a problem, have all fixed work areas been provided with spot cooling or air conditioning?
- Are employees screened before assignment to areas of high heat to determine if their health might make them more susceptible to having an adverse reaction?
- Are employees working on streets and roadways who are exposed to the hazards of traffic required to wear bright colored (traffic orange) warning vests?
- Are exhaust stacks and air intakes located so that nearby contaminated air will not be recirculated within a building or other enclosed area?
- Is equipment producing ultraviolet radiation properly shielded?
- Are universal precautions observed where occupational exposure to blood or other potentially infectious materials can occur and in all instances where differentiation of types of body fluids or potentially infectious materials is difficult or impossible?



HYDRATION PRODUCTS

INDUSTRY STANDARDS

OSHA Standard 1904.7(b)(5)(ii)(N) - Drinking fluids for relief of heat stress. 1904.7 Basic Requirement.
OSHA Standard 1926.65 App C. Compliance Guidelines. The use of PPE can itself create significant worker hazards, such as heat stress, physical and psychological stress, and impaired vision, mobility, and communication. For any given situation, equipment and clothing should be selected that provide an adequate level of protection.

OSHA Fact Sheet No. OSHA 95-16. "Sweating is another means the body uses to maintain a stable internal body temperature in the face of heat. However, sweating is effective only if the humidity level is low enough to permit evaporation and if the fluids and salts lost are adequately replaced." Item 5. "Employee Education is vital so that workers are aware of the need to replace fluids and salt lost through sweat and can recognize dehydration, exhaustion, fainting, heat cramps, salt deficiency, heat exhaustion, and heat stroke as heat disorders."

KEY PARTNERS

WHAT THEY OFFER
Trailer Program & Heat Stress Evaluation

PRODUCT FOCUS
Hydration Products

TOPICS INCLUDE

Sqwincher Trailer Program
- Onsite testing and evaluation of current product usage and current electrolyte program (if one exists).
- If program is non existent, Sqwincher (Sales Rep or Regional Manager) will make recommendations based on company evaluation.
- Trailer program is typically used for larger end users with employee base of 100+.

Heat Stress Evaluation & Seminar
- Sales reps are available to meet one-on-one or as a group with end users to conduct heat stress assessments and make suggestions to existing programs or help establish new programs.
- Heat Stress DVD and accompanying support literature are available per request.

GETTING A HANDLE ON HEAT DISORDER

Heat Disorder Symptoms	Symptoms	First Aid
Sunburn	Redness and pain, in severe cases swelling of skin, blisters, fever, headaches	Ointments for mild cases. If blisters appear, do not break. If they do break, apply dry sterile dressing. Serious burn cases should be seen by a physician.
Heat Cramps	Painful spasms usually in muscles of legs and abdomen, possible heavy sweating.	Firm pressure on cramping muscles, then gentle massage to relieve spasm. Give sips of Sqwincher every 15 minutes.
Heat Exhaustion	Heavy sweating, weakness, dizziness; skin cold, pale and clammy. Pulse steady, normal temperature, possible fainting and vomiting.	Get victim out of sun, lie victim down. Loosen clothes, apply cool cloths. Fan or move victim to air-cooled room. Give sips of Sqwincher every air-cooled room. Give sips of Sqwincher every 15 minutes for 1 hour. If victim vomits, get medical attention.
Exertional Heat Illness	Stuporous appearance, tired and nauseated, may vomit uncoordinated unsteady gait, perspiring heavily, dehydrated, overheated body temperature (up to 108˚ F)	Cease exertion, promptly cool body exterior, initiate replacement of fluids – water first, then Sqwincher. If victim cannot retain fluids, transport to hospital.
Heat Stroke	High body temperature (106˚ F or higher), hot red dry skin , rapid and strong pulse, possible unconsciousness.	Heat stroke is a severe medical problem, get victim to hospital immediately. Delay can be fatal. Move victim to cooler area. Reduce body temperature with cold bath or sponging. Use fans and air conditioners. DO NOT GIVE FLUIDS.



HOT TIPS TO HANDLE HEAT STRESS

1.) Beware of heat exhaustion, heat cramps or heat stroke when you're involved in strenuous activity in environments of 90° Fahrenheit or above.

2.) Take time to allow your body to adjust to high-heat, high - humidity environments before exertion begins.

3.) If you work in protective clothing and equipment, your chances of heat stress are greatly increased. In work environments of 81° Fahrenheit or above, experts recommend no employee spend more than 15 minutes of any one hour in an impervious suit unless cooling has been provided to the suit or the employee is wearing a heat stress monitor.

4.) Don't depend on thirst or sweat as an indicator of escalating body heat. Thirst is not always a dependable gauge and sweat may evaporate quickly, especially in dry-heat environments. Instead, be aware of the temperature and humidity, and drink fluids with electrolytes at regular intervals.

5.) Know the symptoms of heat stroke, heat exhaustion and heat cramps, and respond quickly. (See chart to the upper right.)

6.) Remember, it is much easier to prevent heat stress injuries than to recover from them. Be aware of the environment in which you work and drink fluids with electrolytes on a regular basis throughout the work day.

This safety information is provided by The Sqwincher Corporation as a public service to industry and the industrial worker.

Heat Illness Indicators

Heat Stroke	Heat Exhaustion	Heat Cramps
Fatigue, confusion, collapse, unconsciousness	Fatigue, confusion, clammy skin, nausea, low blood pressure, rapid pulse, fainting	Fatigue, confusion, painful muscle spasms in the arms, legs or abdominal areas
Response	**Response**	**Response**
Seek medical attention immediately and cool the body down as quickly as possible.	Stop exertion, move to a cooler place and drink plenty of fluids with electrolytes	Stop exertion, move to a cooler place and drink plenty of fluids with electrolytes

Apparent Temperature Dangers Posed by Heat Stress

HEAT INDEX 130° OR HIGHER:
Heat stroke or sun stroke imminent.

HEAT INDEX 105°-129°:
Sun stroke, heat cramps and heat exhaustion likely. Heat stroke possible with prolonged exposure and physical activity.

HEAT INDEX 90°-100°:
Sun stroke, heat cramps and heat exhaustion are possible with prolonged exposure and physical activity.

How to use the Heat Index:

1.) Across top (Air temperature) locate today's predicted high temperature.

2.) Down left side (Relative Humidity) locate today's predicted humidity.

3.) Follow across and down to find "Apparent Temperature" or "What It Feels Like"

Heat Index Values were devised for shady, light wind conditions. Exposure to full sun can increase values by up to 15°. Strong winds, particularly with hot, dry air can be extremely hazardous.

Heat Index

Air Temp.	70°	75°	80°	85°	90°	95°	100°	105°	110°
Relative Humidity	Apparent Temperature (Degrees Fahrenheit) →								
0%	64°	69°	73°	78°	83°	87°	91°	95°	99°
10%	65°	70°	75°	80°	85°	90°	95°	100°	105°
20%	66°	72°	77°	82°	87°	93°	99°	105°	112°
30%	67°	73°	78°	84°	90°	96°	104°	113°	123°
40%	68°	74°	79°	86°	93°	101°	110°	122°	137°
50%	69°	75°	81°	88°	96°	107°	120°	135°	150°
60%	70°	76°	82°	90°	100°	114°	132°	149°	
70%	70°	77°	85°	93°	106°	124°	144°		
80%	71°	78°	86°	97°	113°	136°	157°		
90%	71°	79°	88°	102°	122°	150°	170°		
100%	72°	80°	91°	108°	133°	166°			

Sqwincher products are designed to do more than simply replace fluids. They have specific functions for workers - the "athletes of industry", or anyone whose vocation or avocation causes a drastic reduction in their body fluids and electrolyte balance. Accidents can be reduced by maintaining alertness and productivity can be increased through proper intake of balanced energy by using SQWINCHER electrolyte replacement drinks!





HAND PROTECTION

INDUSTRY STANDARDS

1910.138(a)
General requirements. Employers shall select and require employees to use appropriate hand protection when employees' hands are exposed to hazards such as those from skin absorption of harmful substances; severe cuts or lacerations; severe abrasions; punctures; chemical burns; thermal burns; and harmful temperature extremes.

1910.138(b)
Selection. Employers shall base the selection of the appropriate hand protection on an evaluation of the performance characteristics of the hand protection relative to the task(s) to be performed, conditions present, duration of use, and the hazards and potential hazards identified.

Non-mandatory Compliance Guidelines for Hazard Assessment and Personal Protective Equipment Selection. - 1910 Subpart I App B

11. Selection guidelines for hand protection. Gloves are often relied upon to prevent cuts, abrasions, burns, and skin contact with chemicals that are capable of causing local or systemic effects following dermal exposure. OSHA is unaware of any gloves that provide protection against all potential hand hazards, and commonly available glove materials provide only limited protection against many chemicals. Therefore, it is important to select the most appropriate glove for a particular application and to determine how long it can be worn, and whether it can be reused.

It is also important to know the performance characteristics of gloves relative to the specific hazard anticipated; e.g., chemical hazards, cut hazards, flame hazards, etc. These performance characteristics should be assessed by using standard test procedures. Before purchasing gloves, the employer should request documentation from the manufacturer that the gloves meet the appropriate test standard(s) for the hazard(s) anticipated. Other factors to be considered for glove selection in general include:

(A) As long as the performance characteristics are acceptable, in certain circumstances, it may be more cost effective to regularly change cheaper gloves than to reuse more expensive types; and,

(B) The work activities of the employee should be studied to determine the degree of dexterity required, the duration, frequency, and degree of exposure of the hazard, and the physical stresses that will be applied.

With respect to selection of gloves for protection against chemical hazards:

(A) The toxic properties of the chemical(s) must be determined; in particular, the ability of the chemical to cause local effects on the skin and/or to pass through the skin and cause systemic effects;

(B) Generally, any "chemical resistant" glove can be used for dry powders;

(C) For mixtures and formulated products (unless specific test data are available), a glove should be selected on the basis of the chemical component with the shortest breakthrough time, since it is possible for solvents to carry active ingredients through polymeric materials; and,

(D) Employees must be able to remove the gloves in such a manner as to prevent skin contamination

EUROPEAN DIRECTIVES FOR HAND PROTECTION

A European Directive establishing harmonized standards for all APPE items used in the European Union went into effect during 2004. Many of our hand protection offerings reflect the CE logo and a 4 digit performance rating that measure abrasion, cut, tear, and puncture resistance (ACTP). Listed below are the four physical tests that are required for protective gloves under European Standard EN388 and the results necessary to obtain each performance level rating.

	CRITERIA	PERFORMANCE GUIDE FOR EN 388: MECHANICAL HAZARDS					
	Performance Level	0	1	2	3	4	5
A	Abrasion Resistance (Cycles)	< 100	100+	500+	2000+	8000+	N/A
C	Blade Cut Resistance (Index)	< 1.2	1.2+	2.5+	5.0+	10.0+	20.0+
T	Tear Resistance (Newtons)	<10	10+	25+	5.\0+	75+	N/A
P	Puncture Resistance (Newtons)	<20	20+	60+	100+	150+	N/A

A glove's overall performance score is indicated by a series of four numbers (0-4). Note cut resistance scores can reflect 5 as their highest ranking. These four numbers represent (in order) the four test criteria listed above. The higher the numbers, the better the performance. Manufacturers may use an "X" to indicate not tested.

ANSI/ISEA 105

CPPT

In effort for our hand protection industry to have a standard performance level analysis, the International Safety Equipment Association (ISE) in conjunction with American National Standards (ANSI) created test protocol known as ASTM F1790-97. Many of our cut resistant products reflect scores based on the portion of this standard for cut resistance which was developed in 1997. This cut protection performance test is often referred to as CPPT> Changes to the cut resistance protocol are pending at this time and may be adopted. The pending test protocol may require revisions to our advertised scores.

This test method is significantly different than the CE cut resistant method. Cut resistance with a weighted gram load is measured in relation to distance to cut. A total of fifteen cuts (each with a new blade) are conducted. Five cuts each are made at three different gram loads. Test values are scaled based on the blade performance with a neoprene rubber material.

Recognize performance levels for CE and ANSI/ISEA 105 are different test methods are calculated differently. Grams are sued for the ANSI/ISEA 105 and the EN388 uses an "index" with a different scale for scoring. Test methods cannot be directly related. Different standards mean different performance at he same "level".

ANSI/ISEA 105		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
Cut	Grams	<200	>200	>500	>1000	>1500	>3500



KEY PARTNERS

Ansell GUARDIAN℠

Achieving Profitability with Ansell Guardian℠



An expert at adapting new technologies to solutions that make our customers safer and more productive, Ansell understands like no other company that performance and profitability go hand in hand.

That's why we developed Ansell Guardian℠, a cost-savings and profitability improvement process provided as a service to our customers. Putting customers' needs at the forefront of our effort to achieve excellence in safety solutions, the program operates within the following maxims:

- Employee safety can NOT be compromised; Personal Protection Equipment (PPE) cost reductions must be balanced against application and operational safety needs.
- To remain competitive, businesses need new ways to identify and report significant cost reductions in safety related expenditures.
- Price reductions don't actually impact the bottom line; cheap product solutions never save enough money to balance the increased costs of health insurance and injury management.

Delivered by the efficiency experts at Ansell, Guardian℠ is a framework for rapid, sustainable and improved operational results in seven key practices related to PPE:

- Cost Performance – practices that maximize product performance to meet the requirements of the application (specific work environment)
- Injury Prevention – practices that reduce the risk and cost of employee injuries
- SKU Management – practices that minimize the number of SKU's used
- SKU Standardization – practices to ensure optimal product selection across like job applications, across multiple site locations
- Controls – practices that optimize PPE dispensing, usage, and disposal procedures
- Training – practices that educate employees in proper selection, usage and disposal of PPE products
- Productivity – practices that improve output and eliminate waste

Ansell Guardian℠ has provided significant savings for over 400 diverse companies.
We'd like to do the same for you.



HAND PROTECTION

Ansell Guardian[SM] may be implemented within a single manufacturing plant or – with executive management sponsorship – applied as a corporate wide initiative. Based on the DMAIC process of Six Sigma methodology, the process employs five interconnected phases:



PHASE ONE: ANALYZE
In the Analyze phase, a project team composed of both Ansell and customer representatives discuss business objectives and safety requirements. Using research, data collection, and best practice surveys, the team identifies areas for operational improvement.

PHASE TWO: BENCHMARK
In the Benchmark phase, current performance measures are established as performance baselines. These metrics are used later to quantify process improvements – and savings gained through process and practice improvements, such as improved inventory management and decreased health insurance costs.

PHASE THREE: IMPROVE
In Phase Three, the team develops an implementation plan for business improvement. Pilot tests, program monitoring and reporting are used to close the gap between the existing and desired level of performance.

PHASE FOUR: MEASURE
Phase Four quantifies the success of the program against baseline measurements and establishes new performance benchmarks for the future. Through staff training and follow up, procedures are established that ensure improvements are maintained over time.

PHASE FIVE: COMMITMENT
The Ansell Guardian[SM] program is not an isolated process or an end result. In fact, it's just the beginning.

OUR COMMITMENT TO YOU
As technological advancement spurs evolution in PPE, Ansell is here to provide best-in-class safety solutions, product innovation and industry leadership. We believe our commitment to improving employee safety and increasing operational efficiency is what keeps us ahead of our competition – and you ahead of yours.



HAND PROTECTION

KEY PARTNERS

WHAT THEY OFFER
APPE – Analysis of Personal Protective Equipment

PRODUCT FOCUS
Hand & Arm Protection, Eye & Face Protection, Hearing Protection, Respiratory Protection, Protective Clothing, Foot Protection

THE PROCESS
- Checklist – Completed during initial site visit through conversations with the safety team and workers.
- Onsite consulting- work directly with the decision makes ie: safety director/team and actual users.
- Conduct APPE review of applications, issues, accident reviews.
- Within 48 hrs a written recap and samples are sent directly to the end-user site to determine the most cost effective PPE for the application
- Provide onsite training modules tailored to the end-user needs

TOPICS INCLUDE
MCR SAFETY
MEMPHIS GLOVE CREWS RIVER CITY

Information Gathering:
Sit down with Safety Manager/Team and review specific needs, area of concerns, obstacles etc. explain the MCR process of the walkthrough.

Hand & Arm
- Observe actual process for each area of concern
- Ask questions and get feedback from workers as to what works, what they like and what they want. Make note of current items used and length of service

At end of visit, request a brief review of findings and explain the process from this point. Show and discuss the 'leave behind 5 point letter' which assures that MCR and Fastenal:

1. Has provided the initial walkthrough and consultation
2. Will provide a written assessment, suggestions and samples
3. Will follow-up with 10 days to insure that the samples have arrived and make sure there are no immediate sample needs
4. Has the evaluation process started with the End-user and request that samples be time tested
5. Follow-up to answer any additional concerns, provide assistance and offer pricing.

LEATHER FACTS

HOW A LEATHER HIDE IS USED
In the process of most hides, especially those from larger animals, it is customary to cut them into two or more smaller pieces for easier handling. The most common pieces used in glove leather are the belly, side and shoulder pieces.

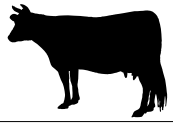
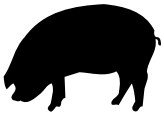
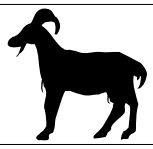
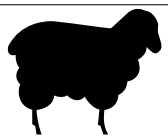
Because leather hides are too thick for commercial use, they must then be cut into layers. A hide is divided into three layers. The smooth or outer layer, or grain side, is used for better gloves where look and dexterity is important. The bottom layer, or flesh split side with the feel of suede is very strong, and is used mostly in leather palm styles, but also in full leather gloves.

GRAIN
The grain leather split layer consists of the smooth outer layer used to make superior quality leather products. It is usually the largest piece of the hide on the animal. It has an excellent level of durability and dexterity.

MIDDLE SPLIT
The middle split layer doesn't have much tensile strength and is rarely used in the industry because of its poor quality.

FLESH SPLIT
The flesh split layer of the hide is somewhat stiff and generally heavier than top grain leathers. It's used mostly in leather palm styles and is usually lined with material to protect hands from its roughness.

BENEFITS OF SPECIFIC LEATHERS

	**COW HIDE** • Good abrasion resistance • Attractive appearance • Good thermal protection
	**PIGSKIN** • Highest resistance to heat • Highest abrasion resistance • Good tensile strength • Flexible even after repeated wettings
	**GOATSKIN** • Highest natural lanolin content • Excellent wear and abrasion resistance • Soft and pliable • Perfect for medium duty jobs • High tensile strength
	**DEERSKIN** • Naturally soft • Highest tensile strength • Warm and long wearing • Excellent dexterity
	**SHEEPSKIN** • Excellent dexterity • Soft and supple • Superior sensitivity



EYE PROTECTION

INDUSTRY STANDARDS

OSHA requires that all safety spectacles, goggles and face shields must meet ANSI Z87.1 standards. CSA requires all safety spectacles, goggles and face shields must meet CSA Z94.3 standards. ANSI Z87.1-2003, published in August 2003, establishes performance criteria and testing requirements for devices used to protect the eyes and face from injuries from impact, non-ionizing radiation and chemical exposure in workplaces and schools. It covers all types of protective devices, including:

- spectacles (plain and prescription)
- goggles
- faceshields
- welding helmets and handshields
- full facepiece respirators

KEY PARTNERS

Uvex offers many value-added services to support both your organization as well as safety eyewear end-users. The following services are available from your local Sperian Eye & Face Sales Manager, Territory Sales Manager, Customer Care Representative or on-line at the Uvex website (www.uvex.us).

EYE, FACE & HEAD PROTECTION - ON-SITE SERVICES:

RESOURCE: Assist with general workplace hazard assessments based on workplace environment, activity and hazard.

SELECTION: Assist in evaluating eye and face safety requirements, assist the proper product selection and address specific end-user issues/challenges related to specific workplace environment, activity and hazard.

USAGE: On site training targeted to workers wearing the safety equipment. This training is customizable to meet the needs of the safety team at any facility (time and content). Trainingn typically includes basic regulations, eye opening statistics and graphics to help encourage employee compliance, common hazards in the workplace and the proper protection for these hazards, innovative solutions to common PPE challenges and a question and answer session.

EYE, FACE & HEAD PROTECTION - ON-LINE RESOURCES:

SELECTION: Assist with safety eyewear product selection with easy-to-use 'Product Selector" tools designed to provide appropriate products based on user input: Hazard Type, Certification, Eyewear Style, Coatings and Tints.

KEY PARTNERS

WHAT THEY OFFER

APPE – Analysis of Personal Protective Equipment

PRODUCT FOCUS

Hand & Arm Protection, Eye & Face Protection, Hearing Protection, Respiratory Protection, Protective Clothing, Foot Protection

THE PROCESS

- Checklist – Completed during initial site visit through conversations with the safety team and workers. *See table below
- Onsite consulting- work directly with the decision makes ie: safety director/team and actual users.
- Conduct APPE review of applications, issues, accident reviews.
- Within 48 hrs a written recap and samples are sent directly to the end-user site to determine the most cost effective PPE for the application.
- Provide onsite training modules tailored to the end-user needs.

TOPICS INCLUDE

HEAD & FACE

- Observe actual process for each area of concern.
- Ask questions and get feedback from workers as to what works, what they like and what they want.
- Does the eyewear fit properly?
- Are side shields being utilized?
- Is the eyewear damaged or scratched to the point that it may present safety issue?



EYE PROTECTION

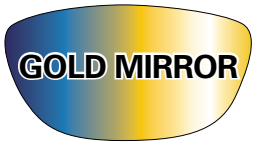
CLEAR OR TINTED LENS

Lens Color	CE scale no.	Visible Light 380-780nm	General Features
CLEAR	2-1.2 2C-1.2	90% (UV385)	• General purpose lens providing maximum visibility • Good for indoor applications (e.g. mechanical work) and dusk, dawn, or nighttime activities • An excellent safety lens for applications that do not require enhanced contrast
AMBER	2-1.2	89% (UV385)	• Maximum enhancement of contrast in low light environments (e.g., warehouses) • Blocks out 87% of blue light with superior detail definition and color recognition • Offers a brighter view in early morning/late evening and on cloudy, foggy, or hazy days • Suitable for night-shift workers, surface inspection, and mechanical work
ORANGE	2-1.7	47% (UV385)	• Suitable for medium light conditions such partly sunny or overcast days • Absorbs 87% of blue light and reduces glare • Increases contrast and visual acuity, reducing fatigue • Good for surface inspection and mechanical work
SMOKE	5-2.5	18% (UV385)	• Transmits all colors at the same level • Protects eyes from excessive glare and high levels of hazardous visible light and ultraviolet radiation without distorting color perception • Ideal for outdoor applications in bright, sunny conditions • Good general purpose safety lens; the most popular tinted lens
GREEN	3-3	16% (UV385)	• Provides protection from excessive glare and harmful ultraviolet radiation • Alternative to standard smoke lens
IR 3	Shade 3	8-18%	• Suitable for welders assistants (indirect exposure) in environments with low to medium levels of IR radiation
IR 5	2-1.7	1.18-3.16%	• Suitable for environments with low to medium levels of IR radiation • Light acetylene welding



EYE PROTECTION

MIRRORED LENS

Lens Color	CE scale no.	Visible Light 380-780nm	General Features
	5-1.7	53% (UV400)	• Clear UV400 lens with light gold coating for indoor/outdoor use • 100% protection from harmful UVA and UVB rays • Provides true color perception • Ideal for jobs that require regular movement between indoor and outdoor settings (e.g., forklift operator)
	5-2.5	18% (UV385)	• Reduces sun glare and intense sunlight • Dark lens without color degradation • Commonly used for outdoor applications in full sun conditions • Popular with outdoor workers • Filters out 99% of harmful UV light
	5-2.5	18% (UV385)	• Reduces sun glare and intense sunlight • Dark lens without color degradation • Commonly used for outdoor applications in full sun conditions • All-purpose sun protective wear • Ideal for jobs in marine or water environments
	5-2.5	18% (UV385)	• Reduces sun glare and intense sunlight • Dark lens without color degradation • Commonly used for outdoor applications in full sun conditions

INTRODUCTION OF UV RADIATION

UV radiation is subdivided into three elements, UVC, UVB and UVA.

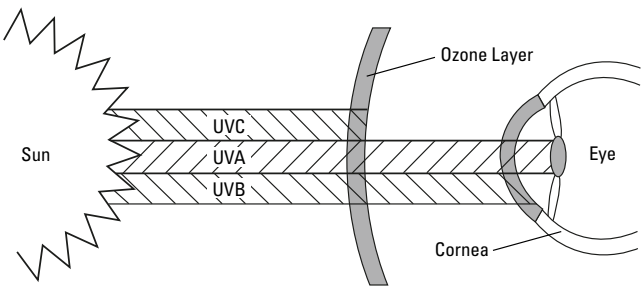
UVC – Wavelengths below 286nm are effectively filtered out by the ozone layer surrounding the earth. The amount of absorption varies and is reduced near to the equator and at high altitude due to the reduced atmospheric thickness.

UVB – wavelengths between 286nm and 320nm are responsible for sunburn and snow blindness. The amount of ultra-violet affecting a person is substantially increased by reflection from surfaces such as snow, sand, concrete and water. The cornea absorbs ultra-violet radiation below 300nm, the lower portion of UVB.

UVA – possibly the most dangerous area between 320nm and 400nm causing chronic damage to the eye, especially low dose exposure over a long period of time.

It is necessary to protect ocular tissues as much as possible from the effects of UV.

Protection from UV is important, especially with our depleted ozone layer. You should understand that eye tissue does not develop a tolerance to UVA & UVB. No one is immune to its ocular effects. Damage to eye tissue by repeated exposure to UV is additive, incremental and irreversible. With this background information you can now appreciate the value of UV inhibitors in spectacle lenses.



Digested from "Ophthalmic Prescription Work"



RESPIRATORY PROTECTION

INDUSTRY STANDARDS

OSHA (the Occupational Safety and Health Administration) and NIOSH (the National Institute of Safety and Health)
OSHA's Respiratory regulation defines the specific requirements which Employers must follow to set up and maintain a Respiratory Protection Program. There are also industry and contaminant specific Regulations which may apply to a workplace. Examples include Regulations for Construction, and Regulations for exposure to contaminants such as lead, silica dust, asbestos, and benzene.

OSHA requires that all respirators used at a worksite are NIOSH approved. NIOSH sets the performance standards for respirators that manufacturers must meet, and tests respirators to assure these products comply to the NIOSH requirements.

1910.134(a)(1)
In the control of those occupational diseases caused by breathing air contaminated with harmful dusts, fogs, fumes, mists, gases, smokes, sprays, or vapors, the primary objective shall be to prevent atmospheric contamination. This shall be accomplished as far as feasible by accepted engineering control measures (for example, enclosure or confinement of the operation, general and local ventilation, and substitution of less toxic materials). When effective engineering controls are not feasible, or while they are being instituted, appropriate respirators shall be used pursuant to this section.

1910.134(a)(2)
Respirators shall be provided by the employer when such equipment is necessary to protect the health of the employee. The employer shall provide the respirators which are applicable and suitable for the purpose intended. The employer shall be responsible for the establishment and maintenance of a respiratory protection program which shall include the requirements outlined in paragraph (c) of this section.

The Key Elements to a respiratory protection program
Chances are that you are already familiar with the need for and use of respirators in your workplace, but as with anything else, it does not hurt to review your current program against standard operating procedures governing the selection and use of respirators. According to program details in OSHA's Respiratory Protection Standard (29 CFR 1910.134), the key elements that every respiratory protection program should contain are:

1. A **written plan** detailing how the program will be administered. This plan needs to be reviewed periodically to assure that it is still effective and updated to include any changes to the worksite that would affect respiratory protection.
2. A **complete assessment** and knowledge of respiratory hazards that will be encountered in the workplace.
3. **Procedures and equipment** to control respiratory hazards, including the use of engineering controls and work practices designed to limit or reduce employee exposures to such hazards.
4. Guidelines for the **proper selection** of appropriate respiratory protective equipment.
5. An **employee training program** covering hazard recognition, the dangers associated with respiratory hazards, and proper care and use respiratory protective equipment.
6. **Inspection, maintenance, and repair** of respiratory protective equipment.
7. **Medical surveillance** of employees.
8. **Fit Testing** of employees.
9. Procedures for **Voluntary Use** of respirators if it will be allowed by the Employer.
10. **A Cartridge Change Schedule** if cartridges are used for protection from gases or vapors, and the cartridge does not have an End of Service Life Indicator (ESLI).
11. Procedures to assure **Grade D breathing Air** if supplied air respirators are used.

Consider the following:

1. Exposure Assessment
OSHA's Respiratory Protection Standard 1910.134(d) states: "The employer shall identify and evaluate the respiratory hazard(s) in the workplace; this evaluation shall include a reasonable estimate of employee exposures to respiratory hazard(s) and an identification of the contaminant's chemical state and physical form."
American Industrial Hygiene Association (AIHA) maintains a list of industrial hygienists who contract to do air monitoring (www.aiha.org). In addition, OSHA offers a free consultation program. Information is available at (www.osha.gov/dcsp/smallbusiness/consult.html). You can also contact 3M Technical Service at 1-800-243-4630 to find out more about air monitoring solutions.

2. Written Respiratory Program
A written program is required for mandatory use of respiratory protection and recommended for voluntary use. OSHA 1910.134(c) states: "In any workplace where respirators are necessary to protect the health of the employee or whenever respirators are required by the employer, the employer shall establish and implement a written respiratory protection program with worksite-specific procedures."

3. Respirator Selection
OSHA requires the employer to evaluate respiratory hazard(s) in the workplace (contaminant and concentration), identify relevant workplace and user factors, and base respirator selection on these factors. The respiratory hazard evaluation includes "a reasonable estimate of employee exposures to respiratory hazard(s)". The respirator type or class is then selected by comparing the employee's exposure to the occupational exposure limit and determining the minimum necessary respirator assigned protection factor. Where the employer cannot identify or reasonably estimate the employee exposure, OSHA requires the employer to consider the atmosphere as IDLH.

4. Respirator Medical Evaluations
Medical evaluation of the employee is required for mandatory use of all respirators or voluntary use of elastomeric facepieces, and recommended for voluntary use of filtering facepieces. OSHA 1910.134(e) states: "The employer shall provide a medical evaluation to determine the employee's ability to use a respirator, before the employee is fit tested or required to use the respirator in the workplace."

5. Fit Testing
Fit testing is required for mandatory use of all tight-fitting facepieces and recommended for voluntary use. OSHA 1910.134(f) states: "The employer shall ensure that an employee using a tight-fitting facepiece respirator is fit tested prior to initial use of the respirator, whenever a different respirator facepiece (size, style, model or make) is used, and at least annually thereafter." Employees issued powered air purifying respirators and supplied air respirators with loose-fitting facepieces, hoods or helmets are not subject to fit testing.

6. Training
Training is required for mandatory use and recommended for voluntary use of respirators. OSHA 1910.134(k) states: "This paragraph requires the employer to provide effective training to employees who are required to use respirators. The training must be comprehensive, understandable, and recur annually and more often if necessary."



RESPIRATORY PROTECTION

INDUSTRY STANDARDS CONTINUED

Airborne Contaminant Classifications

Particulates
Particulates can be in the form of dusts, mists or fumes. Filters are the air-purifying elements used for protection from all particulates, no matter type or size of particle, there are nine classifications of filters based on the efficiency of the filter and whether that filter may be used in atmospheres where oil aerosols may be present. Filters are changed when breathing becomes difficult. If oil based aerosols are present R filters may not be used for more than one shift with a maximum of 8 hours.

Fumes:
An aerosol created when solid material is vaporized at high temperatures and then cooled. Fumes can result from operations such as welding, cutting, smelting, or casting molten metals.

Dusts:
An aerosol consisting of mechanically produced solid particles derived from the breaking up of larger particles. Operations such as sanding, grinding, crushing, drilling, machining, or sand blasting are the worst dust producers.

Mists:
An aerosol formed by liquids, which are atomized and/or condensed. Mists can be created by such operations as spraying, plating, or boiling.

N-Series: These filters are restricted to use in those atmospheres free of oil. They may be used for any solid or liquid airborne particulate hazard where oil based aerosols are not present.
R-Series: A filter intended for removal of any particle. They may be used for any solid or liquid particulate airborne hazard including oil-based liquid aerosols. R filters are restricted to 8 hours of use.

P-Series: A filter intended for removal of any particle. They may be used for any solid or liquid particulate airborne hazard including oil-based liquid aerosols.

Gases & Vapors
Some gases and vapors may be very visible, or may have a distinct odor. Others may be colorless and odorless, and thus do not have any warning properties letting workers know when they are exposed. Charcoal cartridges are the air-purifying elements used for protection from gases and vapors, with specific cartridges approved for protection from specific contaminants or a family of contaminants.
Cartridges are changed based on a worksite specific Cartridge Change Schedule, or if the ESLI of a cartridge indicates it is time to change.

Gases
A fluid that at ordinary temperature and pressure has neither independent shape nor volume and tends to expand indefinitely. Gases include acid gases such as chlorine and hydrogen chloride, and other gases such as ammonia and formaldehyde. Gases can be created during many processes including some types of welding such as galvanized steel.

Vapors
The gaseous phase of matter that normally exists in a liquid or solid state at room temperature. Most vapors fall into the organic family and include contaminants such as petroleum, acetones, ketones and isocyanates. There are many applications where organic vapors are created including welding exotic metals, painting and pesticide spraying, petrochemical plants, smelting and other mining operations.



KEY PARTNERS

HIGHLIGHTS OF THE NEW HEXAVALENT CHROMIUM STANDARD

Are your workers exposed to Hexavalent Chromium?

This brief summary of the new standard was prepared by 3M Occupational Health and Environmental Safety Division. It does not represent an official, legal nor complete interpretation of the regulation. If specific questions arise, the proposed regulation should be reviewed and relied on, rather than this summary. A copy of the final regulation can be viewed at http://www.osha.gov/.

On February 28, 2006 the Occupational Safety and Health Administration (OSHA) published the final Hexavalent Chromium (CrVI) Standard. There are three versions of the standard: General Industry (1910.1026), Construction (1910.1126) and Shipyards (1515.1026). The requirements of each standard are very similar.

PERMISSIBLE EXPOSURE LIMIT

CrVI exposure from any source is covered except exposures from Portland Cement and application of regulated pesticides, e.g. treatment of wood with pesticides (exposures resulting from sawing or sanding treated wood are covered). The permissible exposure limit (PEL) for all industries is 5µg/m3. The action level, or the level where requirements of the standard such as medical surveillance may be required, is 2.5µg/m3. There is no short term exposure limit (STEL).

START UP DATES

The PEL, respiratory protection and engineering controls take effect on the following dates:

- Employers with more than 20 employees — November 27, 2006.
- Employers with less than 20 employees — May 30, 2007.
- Feasible engineering controls must be in place — May 31, 2010.

RESPIRATORY PROTECTION

Respiratory protection requirements are the same in all three standards. Respirators are required in the following situations whenever exposure levels exceed the PEL:

- While engineering and work practice controls are being developed.
- During maintenance and repair activities for which engineering and work practice controls are not feasible.
- When all feasible engineering and work practice controls are implemented.
- When employees are exposed above the PEL for fewer than 30 days per year and the employer has not elected to implement engineering and work practice controls.
- Emergencies.

Unlike other substance specific standards there is no respirator selection table. The standard refers to 1910.134 for respirator selection and all other respiratory program requirements.

Consistent with current respirator selection, 3M recommends the following:

- N95 filters may be used where no oil aerosols are present.
- R or P95 filters may be used where oil aerosols are present (refer to packaging for time use limitations).
- Filtering facepiece respirators and half facepiece respirators with appropriate filters may be used to 10 X PEL of 5µg/m3 when qualitatively or quantitatively fit tested.
- Full facepiece respirators with appropriate filters may be used to 10 X PEL of 5µg/m3 when qualitatively fit test and may be used to 50 X PEL of 5µg/m3 when quantitatively fit tested.
- Loose fitting facepieces may be used to 25 X PEL.
- Tight fitting full facepieces, hoods and helmets with supplied air or powered air purifying respirators may be used to 1000 X PEL.

See 3M.com/OccSafety for product information and part numbers.

EXPOSURE ASSESSMENTS

To select the proper respirator, the employer must make an exposure determination. The standard permits this to be done in one of two ways:

1) The "scheduled monitoring option" requires air sampling to make an initial characterization of worker exposures. Depending on the exposures found, sampling may need to be repeated every three months or every six months. Monitoring methods for hexavalent chromium include NIOSH Methods 7604 (by ion chromatography) and 7600 (by visible absorption spectrophotometry) or OSHA Method ID-215 (noted in the hexavalent chromium standard). Air sampling performed to comply with either option must have and accuracy of ± 25% at the 95% confidence interval. Consult an American Industrial Hygiene Association (AIHA) accredited laboratory for assistance on selection of the appropriate sampling and analytical method.
2) Alternatively, OSHA allows the "performance-oriented option" where exposures can be estimated using any combination of air sampling, historical monitoring data or objective data. Objective data means information such as air monitoring data from industry-wide surveys or calculations based on the composition or chemical and physical properties of a substance demonstrating the employee exposure to CrVI associated with a particular product or material or a specific process, operation or activity. The data must reflect workplace conditions closely resembling the processes, types of material,control methods, work practices and environmental conditions in the employer's current operations.

To contact an AIHA accredited laboratory or an Industrial Hygienist for assistance with either of these exposure determination options, go to www.aiha.org and select Consultants or Laboratories.

For a complete copy of the standard please refer to OSHA's website www.osha.gov.



RESPIRATORY PROTECTION

SELECTION GUIDE

The use of respiratory protection is necessary when workers must enter any atmosphere in which toxic gases, vapors, or harmful particles are present, or in an environment of oxygen deficiency (less than 19.5% oxygen). Many devices have been designed to protect workers based upon the nature of the hazard as well as regulatory and industry requirements. Choice and the selection of appropriate products for a given application are critical.

Worksite Assessment

A complete worksite assessment needs to be done to determine:

1. Contaminants present
2. Concentrations of those contaminants

Once this is established the right respirator can be selected. For a detailed, step by step diagram refer to the NIOSH Decision Logic on Respiratory Selection. Following is a very brief outline

Worksite Concentration: Contaminants have a Permissible Exposure Limit (PEL) Once a worksite concentration is at or above the PEL for any contaminant a respirator must be worn. The type of respirator is determined by the OSHA Assigned Protection Factors for each type of respirator.

NOTE: The other critical limit is the Immediately Dangerous to Life and Health (IDLH) level. At these concentrations only a Self-Contained Breathing Apparatus (SCBA) or a Pressure Demand Airline Respirator with escape may be used.

Assigned Protection Factors

Each type of respirator is given an Assigned Protection Factor (APF). This is a guide as to how well that style of mask is expected to protect against contaminants The higher the APF, the better the type of respirator will protect the worker. Note that the APF remains the same even if an individual achieves a higher fit factor with a particular brand of mask. Below is the OSHA APF table and footnotes. Hoods (PAPR or Supplied Air) have an APF of 25 unless the Manufacturer of that hood has data showing the hood has achieved fit factors greater than 10,000.

Type of Respirator[1,2]	Quarter Mask	Half Mask	Full Facepiece	Helmet/Hood	Loose-Fitting Facepiece
1. Air-Purifying Respirator	5	10[3]	50	—	—
2. Powered Air-Purifying Respirator (PAPR)	—	50	1,000	25/1,000[4]	25
3. Supplied-Air Respirator (SAR) or Airline Respirator					
• Demand mode	—	10	50	—	—
• Continuous flow mode	—	50	1,000	25/1,000[4]	25
• Pressure-demand or other positive-pressure mode	—	50	1,000	—	—
4. Self-Contained Breathing Apparatus (SCBA)					
• Demand mode	—	10	50	50	—
• Pressure-demand or other positive-pressure mode (e.g., open/closed circuit)	—	—	10,000	10,000	—

Note[1] Employers may select respirators assigned for use in higher workplace concentrations of a hazardous substance for use at lower concentrations of that substance, or when required respirator use is independent of concentration. **Note[2]** The assigned protection factors in Table 1 are only effective when the employer implements a continuing, effective respirator program as required by this section (29 CFR 1910.134), including training, fit testing, maintenance, and use requirements. **Note[3]** This APF category includes filtering facepieces, and half masks with elastomeric facepieces. **Note[4]** The employer must have evidence provided by the respirator manufacturer that testing of these respirators demonstrates performance at a level of protection of 1,000 or greater to receive an APF of 1,000. This level of performance can best be demonstrated by performing a WPF or SWPF study or equivalent testing. Absent such testing, all other PAPRs and SARs with helmets/hoods are to be treated as loose-fitting facepiece respirators, and receive an APF of 25. **Note[5]** These APFs do not apply to respirators used solely for escape. For escape respirators used in association with specific substances covered by 29 CFR 1910 subpart Z, employers must refer to the appropriate substance-specific standards in that subpart. Escape respirators for other IDLH atmospheres are specified by 29 CFR 1910.134 (d)(2)(ii).

Supplied Air Respirators (SARs)

Supplied Air Respirators comprise continuous flow and pressure demand airline respirators, self-contained breathing apparatus (SCBA), and respirators that are either a combination of supplied air and air-purifying, or combination PDAR with self contained escape cylinders. Continuous Flow Respirators may have a half mask, full facepiece, loose fitting facepiece, hood or helmet. Pressure Demand Respirators and SCBA may have a half mask, full facepiece or tight fitting hood.

- Airline Respirators are used for extended periods in non-IDLH (Immediately Dangerous to Life and Health) atmospheres. They use an airline hose to deliver clean breathing air from a remote air source allowing workers to stay in the contaminated area for prolonged periods of time. The remote air source may be either a compressor or an ambient air pump.
- Combination Air-Purifying and Airline Respirators include cartridge connectors that allow the worker to enter or exit the contaminated area without being tethered to a hose. Once in the contaminated area, the worker switches to the supplied air mode which provides the higher assigned protection factor as well as allowing the worker to stay in the area for a prolong period.
- Self-Containing Breathing Apparatus (SCBA) provide breathable air from a cylinder worn by the user, and are rated for 30 to 60 minutes depending on the size of the air cylinder. SCBA are used for short durations or escape from atmospheres that are or may be IDLH.
- Combination PDAR with escape cylinder are airline devices used for extended work periods in atmospheres that are or may be IDLH. They have a 5 or 10 minute rated auxiliary self-contained air cylinder that can be used if the primary air supply fails.

VOLUNTARY USE

When the worksite concentrations are under the contaminant's PEL OSHA will allow the voluntary use of respirators. If filtering facepieces (dust masks) are allowed each respirator wearer must be given a copy of Appendix D from the OSHA Standard. If elastomeric facepieces are allowed each respirator wearer must have a Medical Evaluation and be trained in the proper use and care of the respirator. A full Respiratory Protection Program must be followed with the exception of fit testing.



RESPIRATORY PROTECTION

KEY PARTNERS

WHAT THEY OFFER

- Free training in all product categories offered by your local territory manager.
- Site surveys covering all categories:
  - Are your customers in compliance?
  - Are they using the right products?
  - Are they spending too much money?
- Updates on OSHA compliance and program requirements
- Respiratory fit testing
- Respiratory train-the-trainer certification
- Respiratory training for use, care, maintenance, cleaning, inspections and storage
- Respiratory swap-out program
- ezGuide CD and website to help your customers identify what types of respiratory and hand protection items they need in order to protect their workers

PRODUCT FOCUS

North by Honeywell is one of the largest PPE manufacturers in the world, covering these categories:

- Respiratory protection
- Footwear
- Face protection

Our field sales team is available to assist you with all safety opportunities.





FALL PROTECTION

FALL PROTECTION INDUSTRY STANDARDS

OSHA says…

- [1926.501(b)(1)]: "Each employee on a walking/working surface (horizontal and vertical surface) with an unprotected side or edge which is 6 feet (1.8 M) or more above a lower level shall be protected from falling by the use of guardrail systems, safety net systems or personal fall arrest systems."
- [1926.502(d)(15)(i)-(ii)]: "Anchorages used for attachment of personal fall arrest equipment shall be independent of any anchorage being used to support or suspend platforms and capable of supporting at least 5,000 lbs. (22 kN) per employee attached, or shall be designed, installed and used as follows: …as part of a complete personal fall arrest system which maintains a safety factor of at least two; …under the supervision of a qualified person."
- [1926.502(d)(16)(iii), (iv), (v)]: "Personal Fall Arrest Systems, when stopping a fall, shall limit maximum arresting force on an employee to 1,800 lbs. (8 kN) when used with a body harness; be rigged such that an employee can neither free-fall more than 6-feet (1.8 M), not contact any lower level."
- [1926.502(e)(5)]: "Connecting assemblies shall have a minimum tensile strength of 5,000 lbs. (22 kN)."
- [1926.502(d)(20)]: "The employer shall provide for prompt rescue of employees in the event of a fall or shall assure that employees are able to rescue themselves."
- [1910.66(1)(i)-(iv)]: "Limit maximum arresting force on an employee to 900 pounds (4 kN) when used with a body belt; limit maximum arresting force on an employee to 1,800 pounds (8 kN) when used with a body harness; bring an employee to a complete stop and limit maximum deceleration distance an employee travels to 3.5 feet (1.07 m); and shall have sufficient strength to withstand twice the potential impact energy of an employee free falling a distance of six feet (1.8 m), or the free fall distance permitted by the system, whichever is less."
- [1910.66(2)(i)-(ii)]: "When used by employees having a combined person and tool weight of less than 310 pounds (140 kg), personal fall arrest systems which meet the criteria and protocols contained in paragraphs (b), (c) and (d) in section II of this appendix shall be considered as complying with the provisions of paragraphs (d)(1)(i) through (d)(1)(iv) above. When used by employees having a combined tool and body weight of 310 pounds (140 kg) or more, personal fall arrest systems which meet the criteria and protocols contained in paragraphs (b), (c) and (d) in section II may be considered as complying with the provisions of paragraphs (d)(1)(i) through (d)(1)(iv) provided that the criteria and protocols are modified appropriately to provide proper protection for such heavier weights."

NEW ANSI Z359.1 standard – effective October 15, 2007

- Gate hook strength of snaphooks and carabiners changes:
  - Gate face must withstand a load of 3,600 lbs. (up from 220 lbs.).
  - Side of gate must withstand a load of 3,600 lbs. (up from 350 lbs.).

CONFINED SPACES INDUSTRY STANDARDS

Industry Standards And Selection Guide For Gas Detection

Employees in a variety of industries enter and work in confined spaces every day. ANSI Z117.1-2003 establishes the procedures, performance requirements, and minimum safety requirements for confined space operations.
A confined space is defined by ANSI Z117.1-2003 as: "An enclosed area that is large enough and so configured that an employee can bodily enter and has the following characteristics: its primary function is something other than human occupancy AND has restricted entry and exit." Confined spaces represent a major health and safety risk for many employees. Being able to recognize and plan appropriately for confined space work can mean the difference between a job well done and disaster.

ANSI (American National Standards Institute) Z117.1-2003 Safety Requirements for Confined Spaces:
Requirement 6.1.6

- Instrument reliability verification: Calibration of direct reading portable atmospheric testing instruments shall be conducted: According to the manufacturer's recommendations, as necessary to ensure accuracy, and functional (bump test) prior to each day's use.
- Continuous monitoring: Continuous monitoring should be considered in situation when a worker is present in a space where atmospheric conditions have the potential to change. For example, broken or leaking pipes or vessels.
- Emergency response: A written plan of action timely rescue must be developed. This includes: evacuation, non-entry retrieval, rescue by trained emergency response personnel, determination of rescue methods, horizontal rescue, vertical rescue (fall protection), type and availability of rescue equipment, atmospheric monitoring, respiratory protection equipment, and rescue equipment inspection.

Calibration Statement

The International Safety Equipment Association (ISEA) issued a position statement on instrument calibration for use in confined spaces. According to this document, "A bump test or full calibration of direct-reading portable gas monitors should be made before each day's use in accordance with manufacturer's instructions, using an appropriate test gas." If the instrument fails the bump test, it must be adjusted through a full calibration before it is used. ISEA recommends more frequent testing if sensor contaminants may be present.
In their calibration statement, the ISEA allows for less frequent calibration verification under certain conditions. However, the time interval between checks should never exceed 30 days.

Understanding atmospheric composition:

Comprehensive testing should be conducted in various locations within the work area. Some gases are heavier than air, and tend to collect at the bottom of a confined space. Others are lighter, and are usually in higher concentrations near the top of the confined space. For example, methane (or LEL), is lighter than air, carbon monoxide is the same molecular weight as air, and hydrogen sulfide is heavier than air. The results of atmospheric testing will have a direct impact on the selection of the protective equipment necessary for the tasks in the area. Finally, regular monitoring should be performed because a contaminant's level of combustibility or toxicity might increase even if it initially appears to be low or non-existent. In addition, oxygen deficiency can occur unexpectedly.



FALL PROTECTION

KEY PARTNERS

FALL PROTECTION TRAINING & CONSULTING FROM CAPITAL SAFETY

Not all training is equal and certificates will not protect workers at height. That's why our courses are based upon sound educational principles and designed to a standard that ensures you are truly trained as competent. Participants in any Capital Safety training course will be provided a detailed training manual, certificate and wallet card upon completion of their training.

NEW ANSI/ASSE Z359.2-2007 Training Requirements There are a number of significant changes with the new ANSI/ASSE Z359.2-2007 standard. The new standard clearly defines the responsibilities of the following positions; Authorized Person, Authorized Rescuer, Competent Person, Competent Fall Protection Trainer, Competent Rescuer, Competent Rescue Trainer, Program Administrator, Qualified Person and Qualified Person Trainer. All positions require training by a Competent or Qualified trainer. Additionally, there is expanded responsibility and definition of the general worker now referred to as the "Authorized Person".

The new standard clearly identifies the responsibility of an employer to: Develop and implement a fall protection policy. Provide adequate fall hazard abatement before employees can perform workplace activities. Provide and verify that continuous fall protection is available for their employees. Have a Competent Person to supervise all work activities. Deliver the appropriate training to all functions that work at heights. Within the new standard, refresher training is now required every year or two depending on title. This is a significant change versus previous standards and requires that all functions physically demonstrate their designated competencies for fall protection.

Available Courses include the following :

- Fall Protection Competent Person
- Fall Protection Competent Inspector
- Fall Protection Qualified Person
- Fall Protection Competent Person Trainer
- Fall Protection Competent Climber / Competent Rescuer
- Fall Protection Competent Rescue Trainer
- Fall Protection Competent Person / Program Administrator
- Competent Person Refresher
- Confined Space Access and Egress
- Fall Protection Authorized Person
- Technical Rescue Training (ROCO Rescue)

WHAT TYPE OF TRAINING DO I NEED?

Course Selection Criteria - Questions and Answers

Q: I work at heights but do not supervise anyone. What training do I need?
A: 4 hour Authorized Person course (this does not qualify for telecommunication towers)

Q: I work on telecommunication towers, what training do I need?
A: Competent Climber/Rescue

Q: I supervise people at heights, what training do I need?
A: Competent Person

Q: I manage and/or need to develop a fall protection program, what training do I need?
A: Competent Person/Program Administrator

Q: Is refresher training required with the new ANSI standard?
A: Yes, Authorized Person and Competent Person every two years and Competent Rescuer annually.

Q: I need to train competent person and/or authorized persons, what training do I need?
A: Competent Person Trainer

Q: I'm a competent person and need to develop and manage a rescue program, what additional training do I need?
A: Competent Rescue

Q: I'm a competent person who would like to be an instructor for our rescue program, what additional training do I need?
A: Competent Rescue Trainer

When preparing for a new project site or an existing one, our consulting services provides early identification of fall protection hazards, solutions to minimize the risks and programs to implement training and inspection.

Fall Protection Program Development:
DBI/SALA & Protecta works with its clients in order to build the most effective fall protection program. Our involvement depends upon the level of in-house expertise. Together we can develop a program specific to your site including custom courses, site specific manuals, train the trainer programs, equipment maintenance and inspection programs, and more.

Equipment Inspection:
Based on extensive product knowledge and field experience, DBI/SALA & Protecta can tailoran inspection and servicing program to meet your equipment needs. Whether this program is to train your employees or to set up an inspection schedule, we can implement a program to ensure your fall protection equipment is always in proper working condition.

*****Please note there may be a fee associated with training included in this listing. Please consult with your local Fastenal representative.**



FALL PROTECTION

KEY PARTNERS

MILLER ADDED-VALUE BENEFITS

Many beneficial added-value features/services are associated with the Miller brand of fall protection products and services that assist companies in developing and maintaining an effective height safety program. The following added-value benefits are available from Sperian Fall Protection and our nationwide network of Fall Protection Sales Managers.

Miller RoadShow On-Site Product Training Presentation

Hands-on Fall Protection Equipment & Demonstration Trailer
1-2 Hours

PURPOSE

- Update on OSHA Regulations for Construction and General Industry
- New Product Solutions for Fall Protection including equipment for:
- Self Rescue
- Suspension Trauma
- Confined Space Entry & Rescue
- Temporary & Permanent Anchorage Connectors
- Solutions for Common Fall Protection Problems
- Outdoor, hands-on demonstration of Fall Protection Equipment including full body harness fit check, deceleration devices, how fall forces are absorbed by various types of shock absorbing lanyards, self retracting lifelines, horizontal lifelines etc.

Topics Include:

- Introduction to fall hazards & discussion on basic principles of fall prevention & protection
- The ABC's of personal fall arrest equipment: Anchorage Connectors, Body Wear & Connecting Devices
- Proper equipment inspection, use and maintenance procedures
- Hands-on field use demonstrations of temporary anchorage connectors, shock absorbing lanyards, self retracting lifelines, temporary horizontal lifelines, full body harness, retrieval systems, self rescue systems, etc.
- Spotlight on proper full body harness fitting, demonstrating the effects of sliding back D-ring & suspension trauma
- Drop tests demonstrating forces associated with falls & how various decelerating devices safely arrest falls

ANSI Evaluation

Sperian Fall Protection is committed to assisting in specifying, selecting and using Miller® brand fall protection in accordance with the new ANSI Z359 Standards. To do so, a knowledgeable and experienced Miller Fall Protection Sales Manager is available to schedule a visit to your facility to help determine your fall protection needs.

An ANSI evaluation includes a thorough checklist to help evaluate each of the new ANSI Z359 sub-sections is available. This will be used to determine if you are compliant in the specific areas with which you have concerns. Following the survey, any deficiencies will be identified, along with recommended solutions.

*****Please note there may be a fee associated with training included in this listing.
Please consult with your local Fastenal representative.**



FALL PROTECTION

SELECTION GUIDE

ABCD's of Fall Protection

- A = Anchorage
- Anchorage means a secure point of attachment (structure) for the fall arrest system.
- B = Body Support
- Full body harnesses provide a connection point on the worker for the personal fall arrest system.
- C = Connectors
- Connectors (shock absorbing lanyards, self retracting lifelines, etc.) are devices used to connect the worker's full body harness to the anchorage system.
- D = Descent / Rescue
- Rescue and retrieval of a fallen worker is a required component of any Fall Protection Program.

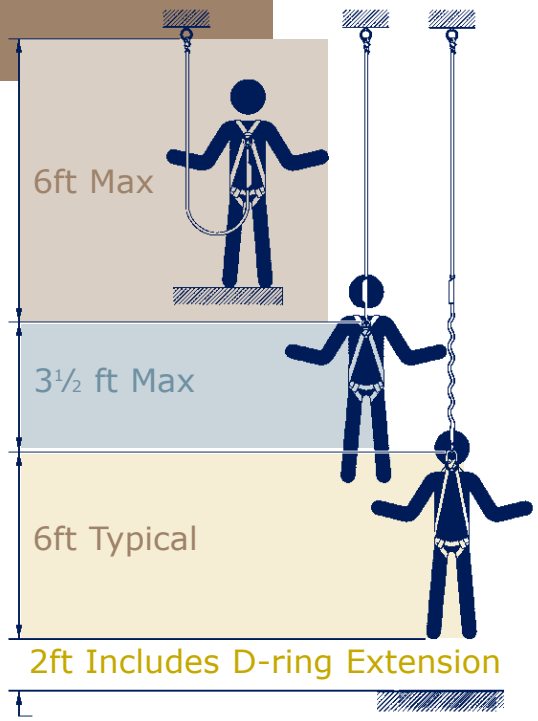
8 Step Fall Protection Plan – OSHA 1926.52 states that the Fall Protection Plan must be developed by a qualified person, must be made specific to each site and kept up to date. A copy of the plan must be maintained at the site, and only a qualified person may make changes to the plan. A Fall Protection Plan is essential for any company with personnel working at heights!

1. Perform a hazard analysis to determine areas of risk.
2. Wherever possible, engineer out the hazard.
3. Wherever possible, implement fall prevention systems such as guardrails, handrails and warning lines.
4. Select appropriate fall arrest equipment for your site and personnel.
5. Use expert analysis to determine and install appropriate anchorages, along with any necessary horizontal and vertical equipment.
6. Determine equipment required to cover all rescue contingencies.
7. Establish a comprehensive training program on all aspects of Fall Protection and Rescue.
8. Include this all in a written Fall Protection Plan.

Calculating Total Fall Distance for Lanyards

Required Fall Clearance Distance Using Typical 6ft. Lanyard System is 17½ ft.

Lanyard Length
+
Deceleration Distance
+
Height of Worker
+
Safety Factor





FALL PROTECTION

Inspection and Maintenance of a Personal Fall Arrest System

To maintain proper service life and high performance, fall protection products – anchorage connectors, body wear and connecting devices – must be inspected regularly!

Harness (and Body Belt) Inspection

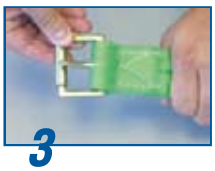
To inspect your harness or body belt, perform the following procedures.



1) Webbing – Grasp the webbing with your hands 6 inches *(152 mm)* to 8 inches *(203 mm)* apart. Bend the webbing in an nverted "U" as shown. The surface tension esulting makes damaged fibers or cuts easier to detect. Follow this procedure the entire length of the webbing, inspecting both sides of each strap. Look for frayed edges, broken fibers, pulled stitches, cuts, burns and chemical damage.



2) D-Rings/Back Pads – Check D-rings for distortion, cracks, breaks, and rough or sharp edges. The D-ring should pivot freely. D-ring back pads should also be inspected for damage.



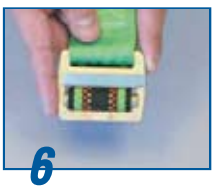
3) Attachment of Buckles – Inspect for any unusual wear, frayed or cut fibers, or broken stitching of the buckle or D-ring attachments.



4) Tongue/Grommets – The tongue receives heavy wear from repeated buckling and unbuckling. Inspect for loose, distorted or broken grommets. Webbing should not have additional punched holes.



5) Tongue Buckles – Buckle tongues should be free of distortion in shape and motion. They should overlap the buckle frame and move freely back and forth in their socket. Roller should turn freely on frame. Check for distortion or sharp edges.



6) Friction and Mating Buckles – Inspect the buckle for distortion. The outer bars and center bars must be straight. Pay special attention to corners and attachment points at the center bar.



7) Quick-Connect Buckles – Inspect the buckle for distortion. The outer bars and center bars must be straight. Make sure dual-tab release mechanism is free of debris and engages properly.

Lanyard Inspection

When inspecting lanyards, begin at one end and work to the opposite end, slowly rotating the lanyard so that the entire circumference is checked. Additionally, follow the procedures below.



1) Hardware –

a. Snaps: Inspect closely for hook and eye distortions, cracks, corrosion, or pitted surfaces. The keeper (latch) should seat into the nose without binding and should not be distorted or obstructed. The keeper spring should exert sufficient force to firmly close the keeper. Keeper locks must prevent the keeper from opening when the keeper closes.



b. Thimbles: The thimble must be firmly seated in the eye of the splice, and the splice should have no loose or cut strands. The edges of the thimble must be free of sharp edges, distortion, or cracks.



2) Wire Rope Lanyard – While rotating the wire rope lanyard, watch for cuts, frayed areas, or unusual wearing patterns on the wire. Broken strands will separate from the body of the lanyard.



3) Web Lanyard – While bending webbing over a pipe or mandrel, observe each side of the webbed lanyard. This will reveal any cuts or breaks. Swelling, discoloration, cracks and charring are obvious signs of chemical or heat damage. Observe closely for any breaks in stitching.



FALL PROTECTION

Inspection and Maintenance

Lanyard Inspection – continued



4) Rope Lanyard – Rotate the rope lanyard while inspecting from end-to-end for any fuzzy, worn, broken or cut fibers. Weakened areas from extreme loads will appear as a noceable change in original diameter. The rope diameter should be uniform throughout, following a short break-in period.



5) Shock Absorber Pack – The outer portion of the pack should be examined for burn holes and tears. Stitching on areas where the pack is sewn to D-rings, belts or lanyards should be examined for loose strands, rips and deterioration.



6) Shock-Absorbing Lanyard – Shock-absorbing lanyards should be examined as a web lanyard (described in item 3 above). However, also look for the warning flag or signs of deployment. If the flag has been activated, remove this shock-absorbing lanyard from service.

Self-Retracting Lifeline Inspection



1) Check Housing – Before every use, inspect the unit's housing for loose fasteners and bent, cracked, distorted, worn, malfunctioning or damaged parts.



2) Lifeline – Test the lifeline retraction and tension by pulling out several feet of the lifeline and allow it to retract back into the unit. Always maintain a light tension on the lifeline as it retracts. The lifeline should pull out freely and retract all the way back into the unit. Do not use the unit if the lifeline does not retract.

The lifeline must be checked regularly for signs of damage. Inspect for cuts, burns, corrosion, kinks, frays or worn areas. Inspect any sewing (web lifelines) for loose, broken or damaged stitching.



3) Braking Mechanism – The braking mechanism must be tested by grasping the lifeline above the impact indicator and applying a sharp steady pull downward which will engage the brakes. There should be no slippage of the lifeline while the brakes are engaged, once tension is released, the brakes will disengage and the unit will return to the retractable mode. Do not use the unit if the brakes do not engage.

Check the hardware as directed in 1a on page 37. The snap hook load indicator is located in the swivel of the snap hook. The swivel eye will elongate and expose a red area when subjected to fall arresting forces. Do not use the unit if the load impact indicator has been activated.

Cleaning

Basic care of all safety equipment will prolong the durable life of the unit and will contribute toward the performance of its vital safety function. Proper storage and maintenance after use are as important as cleansing the equipment of dirt, corrosives or contaminants. Storage areas should be clean, dry and free of exposure to fumes or corrosive elements.

1) Nylon or Polyester – Remove all surface dirt with a sponge dampened in plain water. Squeeze the sponge dry. Dip the sponge in a mild solution of water and commercial soap or detergent. Work up a thick lather with a vigorous back and forth motion; then wipe with a clean cloth. Hang freely to dry, but away from excessive heat.

2) Housing – Periodically clean the unit using a damp cloth and mild detergent. Towel dry.

3) Drying – Equipment should dry thoroughly without close exposure to heat, steam or long periods of sunlight.



FALL PROTECTION

FALL PROTECTION CERTIFICATION / INSPECTION FREQUENCY

The following information describes the normal servicing, recertification and inspection requirements for the DBI/SALA products. Consult the user instruction manuals for complete details and information. Consult DBI/SALA for requirements relating to equipment used under special circumstances.

HARNESSES/LANYARDS /POSITIONING EQUIPMENT /ROPE GRABS, ANCHORAGE CONNECTORS

- DBI/SALA and ANSI require the product to be inspected at least **annually** by a competent person.
- Before each use, DBI/SALA, OSHA and ANSI require an inspection (by the user).
- After an impact, the product must be removed from service (per DBI/SALA, OSHA and ANSI).

SELF RETRACTING LIFELINES (SRL), CLIMB ASSIST SYSTEMS

- DBI/SALA and ANSI require the product to be inspected at least annually by a Competent Person. Extreme conditions of use may require increasing inspection frequency. (In Canada, CSA requires SRL's to be serviced within two years of mfg. date, thereafter annually)
- Before each use, DBI/SALA, OSHA and ANSI require SRL's to be inspected (by the user).
- After an impact, the SRL must be removed from service (per DBI/SALA, OSHA and ANSI) and inspected. Servicing may be required.

WINCHES

- DBI/SALA recommends that Salalift I and II winches be serviced and recertified **every year**. Extreme working conditions may require increasing the frequency.
- On a monthly basis, DBI/SALA recommends that a competent person other than the user formally inspect the winches.
- Before each use, DBI/SALA requires winches to be inspected (by the user).
- After an impact, the winch must be removed form service and inspected. Servicing may be required.

RESCUE POSITIONING DEVICES (RPD'S)

- DBI/SALA recommends that RPD's be serviced and recertified **every year**. Extreme working conditions may require increasing the frequency.
- On a monthly basis, DBI/SALA recommends that a competent person other than the user formally inspect the RPD.
- Before each use, DBI/SALA requires the RPD to be inspected (by the user).

RESCUMATIC CONTROLLED DESCENT DEVICE

- DBI/SALA recommends that Rescumatics have maintenance check performed **every 6 months** by the user.
- On a monthly basis, DBI/SALA recommends that the Rescumatic be formally inspected by a competent person other that the user.

LAD SAF LADDER SAFETY SYSTEM

- DBI/SALA requires the Lad Saf system (including sleeve) by inspected at least **annually** by a competent person.
- Before each use, DBI/SALA and OSHA require the system to be inspected (by the user)
- After an impact, the entire system (including the sleeve) shall be in spected by a competent person.

TRIPODS/DAVIT ARMS /SUPPORT STRUCTURES

- DBI/SALA requires at least a **monthly inspection** by a competent person.
- Before each use, DBI/SALA, OSHA and ANSI require an inspection (by the user).
- After an impact, remove the product from service and inspect. Servicing may be required.

LOAD ARRESTORS

- DBI/SALA requires the load arrestors to be serviced and recertified **every two years**. Extreme working conditions may require increasing the servicing frequency.
- Annually, a competent person should inspect the units.
- After an impact, the load arrestor must be removed from service and returned to a repair center for service/recertification.

TEMPORARY HORIZONTAL LIFELINE SYSTEM

- DBI/SALA requires the system to be inspected **annually** by a qualified person. Extreme working conditions may require increasing the service frequency.
- Before each use, and after installation, a qualified person shall inspect the system.
- After an impact, the system must be removed from service (per DBI/SALA, OSHA and ANSI) or returned to the factory for inspection and/or repair.





FIRST AID

INDUSTRY STANDARDS

FIRST AID OSHA REGULATIONS:
1910.151(a): Employers should assess the specific needs of their worksite periodically and augment the first aid kit appropriately.
191510.151(b): In the absence of an infirmary, clinic, or hospital in near proximity to the workplace which is used for the treatment of all injured employees, a person or persons shall be adequately trained to render first aid. Adequate first aid supplies shall be readily available.

The following chart is the new 2009 ANSI Standard for first aid cabinets and kits. In order for your first aid kit to meet minimum requirements, it must have the following products in it.

ANSI/ISEA Z308.1-2009 Type I, II, III or IV
Caution! This kits meets ANSI/ISEA Z308.1-2009 only when required minimum fill maintained with first aid products marked "ANSI/ISEA Z308.1-2009."

Required Minimum Fill
1 First Aid Guide
1 Absorbent Compress 4 x 8 in. min.
16 Adhesive Bandages 1 x 3 in.
1 Adhesive Tape 2.5 yd.
10 Antiseptic Treatment Applications 0.5 gm. each
6 Burn Treatment Applications 0.9 gm. each
4 Sterile Pads 3 x 3in. min.
2 Pair Medical Exam Gloves
1 Triangular Bandage 40 x 40 x 56 in. min.
6 Antibiotic Treatment Applications 0.5 gm. each

Recommended Supplies
Analgesic (Oral)
Bandage Compress 2 x 36 in. min.
Breathing Barrier, single use
Burn Dressing 12 sq. in. min.
Cold Pack 4 x 5 in. min.
Eye Covering 1/4 in. thick min.
Eye/Face Wash, sterile 4 fl. oz. min.
Roller Bandage 2 in. x 4 yd. min.
Hand Sanitizer, 0.9 gm. min.

The described kit may be suitable for some businesses. However, the adequacy of the contents for hazards of each work environment should always be evaluated by competent personnel. For a variety of operations, employers may find that additional first aid supplies and kits are needed.

KEY PARTNERS

WHAT THEY OFFER

Medique®

All first aid needs for Industrial Business
- First Aid Management Solutions

FIRST AID KEEP-FILL PROGRAM PRODUCT FOCUS

First aid cabinets, vehicle kits, specialty kits, medicinals and biosafety products



TOPICS INCLUDE

- 3-4 shelf cabinets ANSI approved in the workplace
- Re fill contents for cabinets
- DOT kits ; small, medium and large vehicle kits
- 10, 25, 50 person kits
- Custom kits
- Workplace medicinals



SKIN CARE

KEY PARTNERS

WHAT THEY OFFER
Skin Care Needs Analysis

PRODUCT FOCUS
Skin Care Products and Wipes

TOPICS INCLUDE

- Identifying current products in use
- Identifying what skin risk the employees are coming in contact with
- Designing a skin care program specifically for your facility
- Training on how, why and when to use the appropriate products
- Explanation of absenteeism and how that affects productivity

GOJO's Skin Care Needs Analysis is a well designed process conducted by trained GOJO representatives. In most cases a GOJO Skin Care Needs Analysis identifies opportunities to reduce vendors, part numbers and provides a documented hard costs savings. On top of that GOJO provides no charge dispensers and a no charge skin care training program.

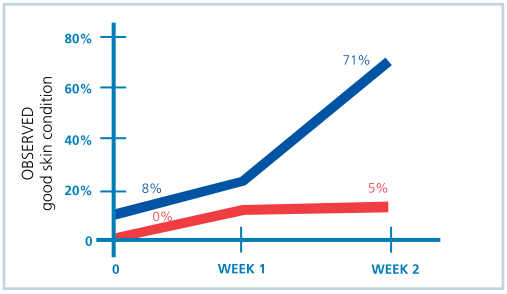
GOJO®, AMERICA'S #1 HAND CLEANER BRAND

PUT THE RIGHT PRODUCTS WHERE THEY ARE NEEDED

We provide assistance in recommending the mildest, effective hand cleaner for each area of your facility. And to help keep skin healthy, make our exclusive GOJO® HAND MEDIC® Professional Skin Conditioner available to employees as part of a healthy skin care regimen.

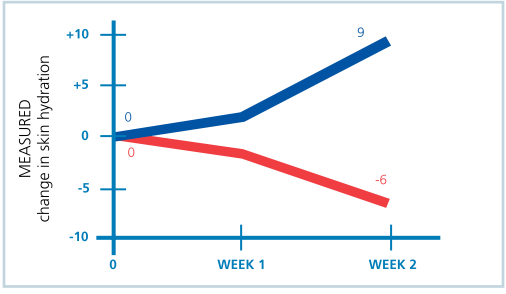
PROVEN RESULTS IN 14 DAYS[1]
Recent out come studies confirm consistently dramatic results in improving skin condition–in two weeks or less.

WORKERS FELT IT.



Workers following the GOJO program, including training and recommended skin care practices, could see and feel the difference in their own skin. After implementing the GOJO program, 71% of workers rated their skin as "good," while only 5% of the control group did so.

DATA PROVED IT.



We used scientific instruments to measure skin hydration, the amount of moisture in the outer layers of the skin, which helps to keep skin intact and prevent cracking. This confirmed that workers using the GOJO healthy skin regimen had significantly better skin condition than the control group.

[1] Arbogast, James, et al. Effectiveness of a Hand Care Regimen with Moisturizer in Manufacturing Facilities Where Workers Are Prone to Occupational Dermatitus. March 2004
[2] Goetzel RZ, Absence, Disability and Presenteeism Cost Estimates of Certain Physical and Mental Health Conditions Affecting U.S. Employees. J Occup Environ Med. 2004; 46: 398-412
[3] C,P. Gerba. Germs in the Workplace. Unpublished observational study. University of Arizona
[7] Bureau of Labor Statistics, U.S. Department of Labor, December 2004
[8] The Lewin Group, Inc. 2005. The Burden of Skin Diseases. Prepared for The Society for Investigative Dermatology and The Academy of Dermatology Association



SKIN CARE

GOJO SKIN CARE SOLUTIONS PROGRAM WORKS

Workers Feel It. Data Proves It.

OCCUPATIONAL SKIN DISEASE IS COSTLY

Occupational skin disease is the second most common type of occupational disease.[1] The most frequent causes of occupational skin disease are allergies and contact with skin irritants. There is virtually no occupation or industry without potential exposure to the many diverse agents that cause allergic and irritant contact dermatitis.[2]

Occupational skin disease costs American industry $1 billion annually in lost productivity, medical care and disability payments. In a year, 1,700 of every 100,000 workers (2%) report having occupational dermatitis and 12 to 108 of every 100,000 workers seek workers' compensation benefits for occupational skin disease.[3] Because many workers accept work-worn hands as inevitable, occupational skin disease is often underreported and persists, adversely affecting worker's quality of life and productivity.

Irritant contact dermatitis is the most common occupational skin disease often resulting from exposure to chemical irritants such as solvents and cutting fluids. One study showed that 75% of patients with occupational contact dermatitis developed chronic skin disease. For this reason, prevention is key. An effective skin care program can help to maintain healthy, well-conditioned skin.

GOJO SKIN CARE SOLUTIONS PROGRAM

The GOJO SKIN CARE SOLUTIONS Program addresses occupational irritant contact dermatitis by helping to improve worker skin condition. A customized program uses effective products, dispensers placed in convenient locations, and worker education that demonstrates the personal benefits of proper skin care.

GOJO OUTCOME STUDIES

Program effectiveness has been proven both in the laboratory and in actual workplaces. Field evaluations use expert visual assessment, worker self-assessment, and bioengineering techniques designed to measure skin moisture capacity (the ability of the skin to retain moisture). Changes in skin hydration, or moisture in the skin, is a common measure available through bioengineering. Outcome Studies consistently show improvements in this and other measurements within 2 weeks when comparing skin condition of workers who use the products and those who do not. GOJO has been very active in pioneering the application of skin care technology in the field. See page 2 for details of three outcome studies.

CONDITIONS

- Various manufacturing industries
- Actual work settings
- Different skin condition measurements
- Change in skin moisture capacity shown below

RESULTS

- Skin conditions improved in two weeks or less
- Workers reported substantial skin condition improvements
- Biotechnological methods and data recorded the improvements
- Significant difference in skin condition between workers who used regimen and those who didn't

[1] US Bureau of Labor Statistics
[2] National Occupational Research Agenda (NORA), Allergic and Irritant Dermatitis, December, 1998
[3] National Health Interview Survey, 1988
[4] Ibid

SS-SCS-Outcome Revised 6/27/01
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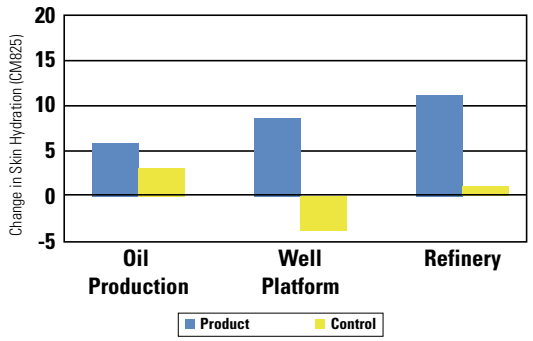


SKIN CARE

GOJO SKIN CARE SOLUTIONS PROGRAM WORKS

OIL PRODUCTION

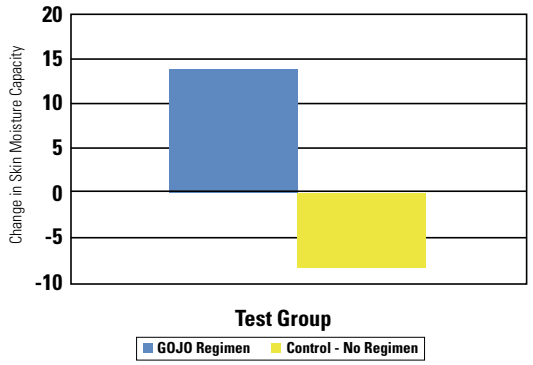
GOJO Regimen Outcome Study Petroleum Industry Skin Condtion Change In Less Than 2 Weeks



- Before GOJO Program, 5-6 incidences of contact dermatitis per month
- After GOJO Program, zero incidences of contact dermatitis for at least 6 months
- GOJO recognized with safety award
- Cut water, time, and health related costs

FIBERGLASS MANUFACTURING

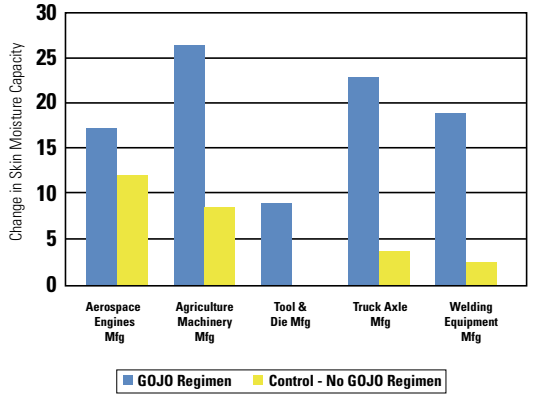
GOJO Regimen Outcome Study Fiberglass Product Manufacturer Skin Condition Change In 2 Weeks-10



- Completely eliminated dermatitis incidences for 12 months –still counting 10-15% of workers had complained of skin condition
- 63 percentage point increase in workers who perceived their skin condition as good (from 8% to 71%) in 2 weeks

METAL INDUSTRIES

GOJO Industry Outcome Studies Different Metal Working Industries Skin Condition Improvement in 2 Weeks



- 188 workers assessed
- Agricultural machinery manufacturing
- Welding equipment manufacturer
- Truck axle manufacturer
- Airplane engine manufacturer
- Significant improvement in skin condition in less than 2 weeks

SS-SCS-Outcome Revised 6/27/01

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SKIN CARE

ARE YOU PREPARED FOR AN ILLNESS OUTBREAK?

Most germs are spread by hands, and hands carry germs throughout the office. With one touch, germs can spread to co-workers and work surfaces.

HANDS SPREAD GERMS. GERMS MAY CAUSE ILLNESS. THAT CAN COST YOU BIG.



Illness may have a real impact on your company. Studies show that respiratory illness alone can cost as much as $134 per employee per year and 4.1 hours loss of productivity per day.[2] In addition, healthcare and other business costs can rise. Not to mention the impact on the employee morale.

Why don't we just wash?

Because soap and water are in the restroom. We're busy at work... where the germs are.

"The average desk harbors over 10 million germs."[3]

Telephone - 25,127 Germs per sq. inch
Desktop - 20,961 Germs per sq. inch
Keyboard - 3,295 Germs per sq. inch

HELP STOP THE SPREAD OF GERMS WITH PURELL®

PURELL, AMERICA'S #1 INSTANT HAND SANITIZER.

PURELL Instant Hand Sanitizer kills 99.99% of most common germs that may make you sick. It's the brand people know and trust.

PUT PURELL WHERE THE GERMS ARE.

Germs are everywhere. That's why it's important to put PURELL in areas where it will be easily accessible to employees.

EDUCATIONAL MATERIALS TO ENCOURAGE USE

Brochures. Posters. A web site. Everything you need to educate employees on how to help reduce the spread of germs in the workplace with PURELL.

PROVEN RESULTS IN ABSENTEEISM

Recent results of outcome studies show significant decreases in absenteeism due to illness following the implementation of a hand hygiene program using alcohol-based hand sanitizer.

SKIN DISEASE IS THE LEADING CAUSE OF OCCUPATIONAL ILLNESS[7]

Skin disease is one of the most costly and rapidly expanding medical conditions in the United States. Direct medical expenses for contact dermatitis alone are more than $1.4 billion, and productivity losses are estimated to be another $500 million.[8] We can help you address this important issue with a complete program of products and support to meet the full range of skin care and hand cleaning needs.

Our strategy for preventing occupational dermatitis is simple: Maintain skin's natural barrier function. Healthy well-conditioned skin retains more moisture and is less likely to absorb and react to incidental exposure to irritants.



Office Setting	**21%**	**reduction in absenteeism due to illness**
Schools	**51%**	**reduction in absenteeism due to illness**
College Dorms	**40%**	**reduction in absenteeism due to illness**



SKIN CARE

HOW MUCH ARE GERMS COSTING YOUR BUSINESS?

Whether you see them or not, germs are everywhere in your work environment. They're on your desk, your phone, and even the elevator button. In fact, according to a study conducted by Dr. Charles P. Gerba, noted professor of microbiology & immunology at the University of Arizona, the average desk harbors over 10 million germs.



How do they get there? By hand-to-hand contact. Germs pass from person-to-person, and from person-to-surface. Since colleagues interact with one another and with common surfaces and objects so frequently in the workplace, it's easy to see how widely those germs can spread.

JUST HOW MUCH ARE THOSE NASTY LITTLE GERMS COSTING YOU?

A study in the Journal of Environmental Medicine (JOEM)[1] suggests that respiratory illness alone can cost as much as $134 per employee per year. Multiply that by the number of employees at your company and you can see just how expensive those germs can be.

Medical Expenses = $62
Absenteeism = $39
Presenteeism (coming to work sick) = $33
Total $134

This doesn't even include the cost of other illnesses caused by germs transmitted by hands like e.coli, staph and salmonella.

CONSIDER THE COSTS AND BENEFITS

COST OF RESPIRATORY ILLNESS		Example	Your Company
1	Annual direct medical & payroll expenses associated with respiratory illness	$134.00	$ 134.00
2	Number of Employees	x 250	x _____
3	Estimated Annual Cost	= $33,500	= $_____

COST OF THE PURELL® PROGRAM FOR WORKPLACE WELLNESS			
4	Suggested selling price per kit	$8.00	$ 8.00
5	Number of Employees	x 250	x _____
6	Estimated cost of the PURELL Program for Workplace Wellness to the company	= $2,000	= $_____

COST OF THE PURELL® PROGRAM FOR WORKPLACE WELLNESS			
7	Estimated annual cost of illness (from line 3)	$33,500	$_____
8	Potential reduction in respiratory illness[3]	x 21%	x 21%
9	Potential savings (line 7 x line 8)	= $7,035	= $_____
10	Estimated savings after program implementation (line 9 – line 6)	= $5,035	= $_____
11	Payback in months (line 6 ÷ line 10) x 12	= 4.8 months	= $_____months

HOW WOULD YOU LIKE TO INCREASE PRODUCTIVITY AND WELLNESS?

An outcome study at FedEx Custom Critical showed absenteeism rates due to illness were reduced by 21%. This translates to 31 work days saved per every 100 employees per year.[2]

COST OF RESPIRATORY ILLNESS	Example	Your Company
Number of work days saved per year per 100 employees (31 ÷ 100)	**.31**	**.31**
Number of Employees	**x 250**	**x _____**
Days save/year	**= 77.5**	**= _____**

TOTAL POTENTIAL PROGRAM IMPACT

_____ Payback in months (line 11)
_____ Days saved/year (above)

Put the PURELL Program for Workplace Wellness to work for you to help fight the spread of germs in your workplace.

http://workplace.gojo.com

[1] Goetzel RZ, Health, Absence, Disability and Presenteeism Cost Estimates of Certain Physical and Mental Health Conditions Affecting U.S. Employees. J Occup Evviron Med. 2004; 46: 398-412.
[2] Number of Day Reductions: Assume 240 work days in a year (52 weeks - 2 weeks for holidays - 2 weeks vacation = 48 weeks X 5 working days per week) and assume 100 employees: 100 employees X 0.0062 absence days per 100 worker days X 21% reduction in the number of days absent. FedEx Outcome Study Executive Update: Interim Report, July 27, 2004, (unpublished) GOJO Industries, Inc., 90.3% confidence interval.
[3] FedEx Outcome Study Executive Update: Interim Report, July 27, 2004, (unpublished) GOJO Industries, Inc., 90.3% confidence interval.

Disclaimer: This exercise is not intended to imply that using PURELL in the workplace will reduce the incidence of respiratory illness in your facility. Purell is a trademark of Warner-Lambert Company LLC ©2006. GOJO Industries, Inc. All rights reserved.



FACILITY SAFETY

INDUSTRY STANDARDS - ABSORBENTS

OSHA: 29 CFR 1910.22(a) (2): Requires clean, dry, slip-free workplace floors
OSHA: 29 CFR 1910.120(j) (1) (vii): Requires DOT-specified containers and suitable quantities of absorbents be kept available for spill response.
EPA: 40 CFR 112.7 (c) (1) (vii): States sorbent materials are one option for preventing oil spills from reaching waterways.
EPA: 40 CFR 122.26: Requires you to control sources of storm water runoff.
EPA: 40 CFR 263.31: Requires transporters to clean up any hazardous waste discharge.

INDUSTRY STANDARDS - HAZARDOUS MATERIAL CONTAINMENT

The Environmental Protection Agency (EPA) addresses the need for facilities that store, use, transfer or dispose of hazardous materials to store containers in some kind of containment system. Stationary containers (tanks), as well as portable storage containers (55-gallon drums), are required to have a system that will protect the environment from contamination if a leak were to occur. Facilities required to meet the Uniform Fire Code (UFC) are also required to provide for containment of hazardous materials. Portable container containment is addressed in EPA 40 CFR 264.175, Subpart I, Use and Management of Containers and in UFC, Section 80, Division III, Hazardous Materials Storage Requirements.

In EPA 40 CFR 264.175, a containment system must be designed and operated as follows:
"The containment system must have sufficient capacity to contain 10% of the volume of containers or the volume of the largest container, whichever is greater. The containers must also be elevated or otherwise protected from contact with accumulated liquid." Please review the EPA and UFC codes for a complete detail of requirements.

In UFC, Section 80, Div. IV, 80.402(b)(2)(F), Dispensing and Use, "Rooms or areas where hazardous materials liquids are dispensed into containers exceeding 1-gallon capacity or used in open containers or systems exceeding a 5-gallon capacity shall be provided with a means to control spills. Secondary containment shall be provided when the capacity of an individual container exceeds 55 gallons or the aggregate capacity of multiple containers exceeds 100 gallons."

INDUSTRY STANDARDS - MATTING

ADA (American Disabilities Act) A4.5 Ground and Floor Surfaces: Requires the surface to have a coefficient of friction (slip protection) of 0.60

The Occupational Safety and Health Administration (OSHA) recommends that walking surfaces have a static coefficient of friction of 0.5. A research project sponsored by the Architectural and Transportation Barriers Compliance Board (Access Board) conducted tests with persons with disabilities and concluded that a higher coefficient of friction was needed by such persons. A static coefficient of friction of 0.6 is recommended for accessible routes and 0.8 for ramps. It is recognized that the coefficient of friction varies considerably due to the presence of contaminants, water, floor finishes, and other factors not under the control of the designer or builder and not subject to design and construction guidelines and that compliance would be difficult to measure on the building site. Nevertheless, many common building materials suitable for flooring are now labeled with information on the static coefficient of friction. While it may not be possible to compare one product directly with another, or to guarantee a constant measure, builders and designers are encouraged to specify materials with appropriate values. As more products include information on slip resistance, improved uniformity in measurement and specification is likely. The Access Board's advisory guidelines on Slip Resistant Surfaces provides additional information on this subject.

ANSI A1264.2: Sub-committee began writing a standard with the intent of reducing falls due to slippery conditions which in are some way preventable in the workplace. The three basic areas of the standard are

- Provisions for reducing hazards
- Test equipment
- Slip resistance criteria

The first area constitutes the largest part of the standard and addresses: Footwear applications and considerations, Mats & Runners, Housekeeping, Warnings, Symbols, Controlled Access, Selection and/or treatment. The test equipment portion essentially refers to ASTM standards and test methods.

Standards For Testing Methods for Slip Resistance
ASTM 1679 The premier testing method approved for both dry and wet testing. The testing method can be used on nearly all surfaces. This method avoids the problem of adhesion by applying the horizontal and vertical forces simultaneously. The English XL is the device used for this method. Operators should be certified to use the equipment.

ASTM 1677 This testing standard is also approved for dry and wet testing. The method can be used on nearly all surfaces. The method also avoids the problem of adhesion by applying the horizontal and vertical forces simultaneously. The Brungraber Mark II is the device used for this method.

ASTM 1678 This test method covers the operational procedures for using a portable articulated strut slip tester (PAST) to determine the slip resistance of footwear sole, heel, or related materials (test feet) against planar walkway surfaces or walkway surrogates (test surfaces) in either the laboratory or field under dry conditions.

ASTM F489 This covers laboratory measurement of the dry static coefficient of friction of shoe sole and heel materials on controlled walking surfaces and under controlled conditions. This method uses the stationary James Machine. This method is not used to test floor slip resistance.

ASTM D2047 This method is for the laboratory measurement of the static coefficient of friction of floor surfaces. The James Machine apparatus is not suitable for use on wet, rough, or corrugated surfaces. Because of the leather pad specification and problem with adhesion, this method should not be used for wet testing.



KEY PARTNERS

GRAPHICAL LOCKOUT PROCEDURE SERVICE

OSHA's REQUIREMENT: [OSHA CFR 1910.147 The Control of Hazardous Energy].
1910.147(c)(4) synopsis: Machine-specific lockout / tagout procedures are required for equipment having more than one energy source, as well as for much equipment having a single energy source.

GRAPHICAL PROCEDURE SOLUTION:
Complete compliance with OSHA featuring worker-friendly, visually-instructive procedures that reduce the time to safely lock out equipment.

BRADY PROJECT ENGINEERS WILL COME TO YOUR FACILITY AND:

Perform a Zero Energy State Assessment
Our engineers identify all potential hazardous energy sources and ensure that all energy isolation means are documented in the procedures.

Develop Graphical Lockout Procedures
We create effective, safe and easy-to-understand procedures for each piece of equipment, using state-of-the-art electronic tools and digital technology.

Install Lockout Procedures
Durable, laminated graphical machine-specific procedures are positioned at optimal locations on the equipment to ensure maximum usability.

Create and Install Energy Source Tags
Heavyweight thermoplastic, color-coded energy source tags are installed at each energy isolation point to visually direct authorized employees to the correct energy source locations.

Provide for Easy Maintenance of the Lockout Program
All electronic files, templates of the procedures, a binder containing additional copies of the procedures, and a training session on maintaining the new lockout program are delivered at the completion of the project.

"The procedures are so simple for our employees to understand which aids in their effectiveness; having the pictures of our equipment on each procedure makes them personalized and easy to follow … this service is a great asset to anyone's lockout/tagout program."

Stacey Zimmerman, Elizabethtown College

"It would have taken our internal team months to develop procedures of this quality; but the Brady Program took four days."

Pamela Bilger, EHS Manager
Lehigh Valley Dairy Farms

*****Please note there may be a fee associated with training included in this listing.
Please consult with your local Fastenal representative.**



FACILITY SAFETY

GRAPHICAL LOCKOUT PROCEDURE SERVICE

OSHA's REQUIREMENT: [OSHA CFR 1910.146 Permit-Required Confined Spaces].
Synopsis: Employers must evaluate the workplace to identify permit-required confined spaces. Procedures must then be developed and implemented to cover acceptable entry conditions for the designated spaces (isolating, purging, ventilating, etc.), use of barriers, providing a full range of equipment (testing, ventilating, PPE, etc.), designating and training active role participants, and more.

GRAPHICAL CONFINED SPACE PROCEDURES SOLUTION:
Provides effective compliance with OSHA's CFR for Permit Required Confined Spaces. Brady's G-CSP solution is presented in a worker-friendly, visually-instructive format, to ensure that hazardous and potentially hazardous confined spaces are always entered properly and safely.

Brady's service professionals will first audit the confined- and potentially confined spaces in your facilities; then develop the visual procedures to provide for safe entry. These documented procedures include:

- Identification of hazards and potential hazards.
- Graphical images locating the hazards which may be present.
- A listing of all required equipment and safety devices necessary to enter a confined space.
- Documentation of methods to protect employees from confined space hazards.
- Verifications to ensure that authorized entrants are safe to enter and work in confined spaces.
- Specific procedures are produced for each of your identified confined spaces; providing both full compliance with OSHA and best safety practices.

A perfect complement to Graphical Lockout Procedures in your facility; and Confined Space Procedures are additive to them, so the cost per completed procedure is less.

LOCKOUT / TAGOUT PROCEDURES CHECKLIST

- Is all machinery or equipment capable of movement required to be de-energized or disengaged and blocked or locked out during cleaning, servicing, adjusting, or setting up operations?
- If the power disconnect for equipment does not also disconnect the electrical control circuit, are the appropriate electrical enclosures identified and is a means provided to ensure that the control circuit can also be disconnected and locked out?
- Is the locking out of control circuits instead of locking out main power disconnects prohibited?
- Are all equipment control valve handles provided with a means for locking out?
- Does the lockout procedure require that stored energy (mechanical, hydraulic, air, etc.) be released or blocked before equipment is locked out for repairs?
- Are appropriate employees provided with individually keyed personal safety locks?
- Are employees required to keep personal control of their key(s) while they have safety locks in use?
- Is it required that only the employee exposed to the hazard can place or remove the safety lock?
- Is it required that employees check the safety of the lockout by attempting a startup after making sure no one is exposed?
- Are employees instructed to always push the control circuit stop button prior to re-energizing the main power switch?
- Is there a means provided to identify any or all employees who are working on locked-out equipment by their locks or accompanying tags?
- Are a sufficient number of accident prevention signs or tags and safety padlocks provided for any reasonably foreseeable repair emergency?
- When machine operations, configuration, or size require an operator to leave the control station and part of the machine could move if accidentally activated, is the part required to be separately locked out or blocked?
- If equipment or lines cannot be shut down, locked out and tagged, is a safe job procedure established and rigidly followed?

*****Please note there may be a fee associated with training included in this listing.
Please consult with your local Fastenal representative.**



FACILITY SAFETY

FACILITY SAFETY SIGNAGE AUDIT SERVICE

A cost-effective solution to ensure the accuracy and completeness of your facility's safety signage and pipe marking needs.

Professional Inspection
A Brady project manager will inspect your facility, assess your current safety identification program and prepare a comprehensive report providing corrective actions and a complete list of required and recommended identification products.

Fast, Easy & Cost-Effective
Brady will manage every aspect of your safety signage audit project, saving weeks of industry standard research, internal data collection and extensive project management.

Deliverables: Safety Identification Compliance & Improved Productivity
- Comprehensive report with photographic references providing a full assessment.
- Prioritized corrective action steps with a complete list of signs and markers to improve your facility marking.
- Allows you to meet OSHA, NFPA and other safety ID marking regulations.
- Improves communication by putting critical information at the point of need.
- Eliminates unsafe conditions and reduces both wasted time and operating errors.
- 50% credit to the audit

AREAS OF ASSESMENT:
- General safety signage
- Facility pipe marking to meet ANSI standards
- Personal Protective Equipment (PPE) notices
- Electrical panel safety marking
- Exit marking and emergency egress requirements
- Confined space warnings
- Portable fire protection equipment identification
- Safety shower and eyewash identification
- Tank and vessel signage and placards

FACILITY SLIPS / TRIPS / FALLS AUDIT SERVICE

A comprehensive evaluation of your facility's walking and working surfaces, with itemization of both required and recommended steps to minimize slips, trips and falls.

Professional Inspection
A Brady project manager will perform a comprehensive Slips, Trips & Falls audit of your facilities, and document in detail both the required and recommended steps necessary to correct your S/T/F shortcomings.

Fast, Easy & Cost-Effective
Save weeks of internal data collection, detailed planning and exhaustive industry standard research.

Deliverables:
- You can significantly reduce OSHA-recordable accidents and lost work days by minimizing or eliminating unsafe S/T/F conditions.
- A comprehensive report with photographic references providing a full assessment.
- Prioritized corrective action steps with a list of products to improve your facilities' conditions.
- Allows you to meet OSHA, NFPA and other facility walking & working surfaces regulations and standards.
- 50% credit to the audit service fee with the purchase of recommended Brady products.

AREAS OF ASSESMENT:

Same Level
- Aisles and passageways
- Wet or slippery surfaces
- Floor loading protection

Stairways
- Riser and tread design
- Rails and handrails
- Maintenance and use

Different Level
- Docks & ramps
- Guarding floor & wall openings

All Levels
- Visibility / lighting
- Spill containment & clean up
- Emergency egress

*****Please note there may be a fee associated with training included in this listing.
Please consult with your local Fastenal representative.**



FACILITY SAFETY

WALKWAYS CHECKLIST

- Are aisles and passageways kept clear and marked as appropriate?
- Are wet surfaces covered with non-slip materials?
- Are holes in the floor, sidewalk, or other walking surface repaired properly, covered, or otherwise made safe?
- Is there safe clearance for walking in aisles where motorized or mechanical handling equipment is operating?
- Are materials or equipment stored in such a way that sharp projections will not interfere with the walkway?
- Are spilled materials cleaned up immediately?
- Are changes of direction or elevations readily identifiable?
- Are aisles or walkways that pass near moving or operating machinery, welding operations, or similar operations arranged so employees will not be subjected to potential hazards?
- Is adequate headroom provided for the entire length of any aisle or walkway?
- Are standard guardrails provided wherever aisle or walkway surfaces are elevated more than 30 inches (76.20 centimeters) above any adjacent floor or the ground?
- Are bridges provided over conveyors and similar hazards?

CONFINED SPACES CHECKLIST

- Are confined spaces thoroughly emptied of any corrosive or hazardous substances, such as acids or caustics, before entry?
- Are all lines to a confined space that contain inert, toxic, flammable, or corrosive materials valved off and blanked or disconnected and separated before entry?
- Are all impellers, agitators, or other moving parts and equipment inside confined spaces locked out if they present a hazard?
- Is either natural or mechanical ventilation provided prior to confined space entry?
- Are appropriate atmospheric tests performed to check for oxygen deficiency, toxic substances and explosive concentrations in the confined space before entry?
- Is adequate illumination provided for the work to be performed in the confined space?
- Is the atmosphere inside the confined space frequently tested or continuously monitored during work?
- Is there a trained and equipped standby employee positioned outside the confined space, whose sole responsibility is to watch the work in progress, sound an alarm if necessary and render assistance?
- Is the standby employee appropriately trained and equipped to handle an emergency?
- Are employees prohibited from entering the confined space without lifelines and respiratory equipment if there is any question as to the cause of an emergency?
- Is approved respiratory equipment required if the atmosphere inside the confined space cannot be made acceptable?
- Is all portable electrical equipment used inside confined spaces either grounded and insulated or equipped with ground fault protection?
- Are compressed gas bottles forbidden inside the confined space?
- Before gas welding or burning is started in a confined space, are hoses checked for leaks, torches lighted only outside the confined area and the confined area tested for an explosive atmosphere each time before a lighted torch is taken into the confined space?
- If employees will be using oxygen-consuming equipment such as salamanders, torches, furnaces, etc., in a confined space, is sufficient air provided to assure combustion without reducing the oxygen concentration of the atmosphere below 19.5 percent by volume?
- Whenever combustion-type equipment is used in a confined space, are provisions made to ensure the exhaust gases are vented outside of the enclosure?
- Is each confined space checked for decaying vegetation or animal matter which may produce methane?
- Is the confined space checked for possible industrial waste which could contain toxic properties?
- If the confined space is below ground and near areas where motor vehicles will be operating, is it possible for vehicle exhaust or carbon monoxide to enter the space?



FACILITY SAFETY

HAZARDOUS CHEMICAL EXPOSURE - SPILL CONTROL CHECKLIST

- Are employees aware of the potential hazards and trained in safe handling practices for situations involving various chemicals stored or used in the workplace such as acids, bases, caustics, epoxies, phenols, etc.?
- Is employee exposure to chemicals kept within acceptable levels?
- Are eye-wash fountains and safety showers provided in areas where corrosive chemicals are handled?
- Are all containers, such as vats, storage tanks, etc., labeled as to their contents, e.g., "CAUSTICS"?
- Are all employees required to use personal protective clothing and equipment when handling chemicals (gloves, eye protection, respirators, etc.)?
- Are flammable or toxic chemicals kept in closed containers when not in use?
- Are chemical piping systems clearly marked as to their content?
- Where corrosive liquids are frequently handled in open containers or drawn from storage vessels or pipelines, are adequate means readily available for neutralizing or disposing of spills or overflows and performed properly and safely?
- Are standard operating procedures established and are they being followed when cleaning up chemical spills?
- Are respirators stored in a convenient, clean and sanitary location, and are they adequate for emergencies?
- Are employees prohibited from eating in areas where hazardous chemicals are present?
- Is PPE used and maintained whenever necessary?
- Are there written standard operating procedures for the selection and use of respirators where needed?
- If you have a respirator protection program, are your employees instructed on the correct usage and limitations of the respirators?
- Are the respirators National Institute for Occupational Safety and Health (NIOSH) approved for this particular application?
- Are they regularly inspected, cleaned, sanitized and maintained?
- If hazardous substances are used in your processes, do you have a medical or biological monitoring system in operation?
- Are you familiar with the threshold limit values or permissible exposure limits of airborne contaminants and physical agents used in your workplace?
- Have appropriate control procedures been instituted for hazardous materials, including safe handling practices and the use of respirators and ventilation systems?
- Whenever possible, are hazardous substances handled in properly designed and exhausted booths or similar locations?
- Do you use general dilution or local exhaust ventilation systems to control dusts, vapors, gases, fumes, smoke, solvents, or mists that may be generated in your workplace?
- Is operational ventilation equipment provided for removal of contaminants from production grinding, buffing, spray painting, and/or vapor degreasing?
- Do employees complain about dizziness, headaches, nausea, irritation, or other factors of discomfort when they use solvents or other chemicals?
- Is there a dermatitis problem? Do employees complain about dryness, irritation, or sensitization of the skin?
- Have you considered having an industrial hygienist or environmental health specialist evaluate your operation?
- If internal combustion engines are used, is carbon monoxide kept within acceptable levels?
- Is vacuuming used rather than blowing or sweeping dust whenever possible for cleanup?
- Are materials that give off toxic, asphyxiant, suffocating, or anesthetic fumes stored in remote or isolated locations when not in use?



HAZARDOUS SUBSTANCES COMMUNICATION - SPILL CONTROL CHECKLIST

- Is there a list of hazardous substances used in your workplace and an MSDS readily available for each hazardous substance used?

- Is there a current written exposure control plan for occupational exposure to bloodborne pathogens and other potentially infectious materials, where applicable?

- Is there a written hazard communication program dealing with MSDSs, labeling and employee training?

- Is each container for a hazardous substance (i.e., vats, bottles, storage tanks, etc.) labeled with product identity and a hazard warning (communication of the specific health hazards and physical hazards)?

- Is there an employee training program for hazardous substances that includes:
  - an explanation of what an MSDS is and how to use and obtain one;
  - MSDS contents for each hazardous substance or class of substances;
  - explanation of "A Right to Know";
  - identification of where an employee can see the written hazard communication program;
  - location of physical and health hazards in particular work areas and the specific protective measures to be used; and
  - details of the hazard communication program, including how to use the labeling system and MSDSs.

- Does the employee training program on the bloodborne pathogens standard contain the following elements:
  - an accessible copy of the standard and an explanation of its contents;
  - a general explanation of the epidemiology and symptoms of bloodborne diseases;
  - an explanation of the modes of transmission of Bloodborne Pathogens;
  - an explanation of the employer's exposure control plan and the means by which employees can obtain a copy of the written plan;
  - an explanation of the appropriate methods for recognizing tasks and the other activities that may involve exposure to blood and other potentially infectious materials;
  - an explanation of the use and limitations of methods that will prevent or reduce exposure, including appropriate engineering controls, work practices and PPE;
  - information on the types, proper use, location, removal, handling, decontamination and disposal of PPE;
  - an explanation of the basis for selection of PPE;
  - information on the hepatitis B vaccine;
  - information on the appropriate actions to take and persons to contact in an emergency involving blood or other potentially infectious materials;
  - an explanation of the procedure to follow if an exposure incident occurs, including the methods of reporting the incident and the medical follow-up that will be made available;
  - information on post-exposure evaluations and follow-up; and
  - an explanation of signs, labels and color coding.

- Are employees trained in:
  - how to recognize tasks that might result in occupational exposure;
  - how to use work practice, engineering controls and PPE, and their limitations;
  - how to obtain information on the types, selection, proper use, location, removal, handling, decontamination and disposal of PPE; and
  - who to contact and what to do in an emergency.



FACILITY SAFETY

EXITING OR EGRESS - EVACUATION CHECKLIST

- Are all exits marked with an exit sign and illuminated by a reliable light source?
- Are the directions to exits, when not immediately apparent, marked with visible signs?
- Are doors, passageways or stairways that are neither exits nor access to exits, but could be mistaken for exits, appropriately marked "NOT AN EXIT," "TO BASEMENT," "STOREROOM," etc.?
- Are exit signs labeled with the word "EXIT" in lettering at least 5 inches (12.70 centimeters) high and the stroke of the lettering at least l/2inch (1.2700 centimeters) wide?
- Are exit doors side-hinged?
- Are all exits kept free of obstructions?
- Are at least two means of egress provided from elevated platforms, pits, or rooms where the absence of a second exit would increase the risk of injury from hot, poisonous, corrosive, suffocating, flammable, or explosive substances?
- Are there sufficient exits to permit prompt escape in case of emergency?
- Are special precautions taken to protect employees during construction and repair operations?
- Is the number of exits from each floor of a building and the number of exits from the building itself appropriate for the building occupancy load?
- Are exit stairways that are required to be separated from other parts of a building enclosed by at least 2-hour fire-resistive construction in buildings more than four stories in height, and not less than 1-hour fire-resistive construction elsewhere?
- Where ramps are used as part of required exiting from a building, is the ramp slope limited to 1 foot (0.3048 meter) vertical and 12 feet (3.6576 meters) horizontal?
- Where exiting will be through frameless glass doors, glass exit doors, storm doors, etc., are the doors fully tempered and meet the safety requirements for human impact?

IDENTIFICATION OF PIPING SYSTEMS CHECKLIST

- When nonpotable water is piped through a facility, are outlets or taps posted to alert employees that the water is unsafe and not to be used for drinking, washing, or other personal use?
- When hazardous substances are transported through above-ground piping, is each pipeline identified at points where confusion could introduce hazards to employees?
- When pipelines are identified by color painted bands or tapes, are the bands or tapes located at reasonable intervals and at each outlet, valve, or connection, and are all visible parts of the line so identified?
- When pipelines are identified by color, is the color code posted at all locations where confusion could introduce hazards to employees?
- When the contents of pipelines are identified by name or name abbreviation, is the information readily visible on the pipe near each valve or outlet?
- When pipelines carrying hazardous substances are identified by tags, are the tags constructed of durable materials, the message printed clearly and permanently, and are tags installed at each valve or outlet?
- When pipelines are heated by electricity, steam, or other external source, are suitable warning signs or tags placed at unions, valves, or other serviceable parts of the system?



LADDER SAFETY

TOP OSHA LADDER CITATIONS

Failure to extend a portable ladder at least 3 feet above a landing surface
1926.1053 (b)(1)
- Extension ladders must extend three feet above surface to which you are climbing

Using ladders for a purpose other than for which they were designed
1926.1053 (b)(4)
- Ladders should not be used as bridges, work surfaces, etc

Using the top of a step ladder as a step
1926.1053(b)(13)
- No person should stand on or use the top of the step ladder for egress

Failure to mark ladder with a structural defect
1926.1053 (b)(16)
- If a ladder is damaged it should tagged out of service

Employee carrying an object or load that could cause him to lose balance and fall
1926.1053(b)(22)
- When climbing a ladder at least one but preferrably both hands should be free

The bottoms of the four rails are to be supplied with insulating non-slip material for the safety of the user
1910.26(a)(3)(vii)
- Step ladders must have rubber or slip resistant feet

"General." To get maximum serviceability, safety, and to eliminate unnecessary damage of equipment, by the users
1910.26(c)(1)
- Ladders should be inspected on a regular basis

If a ladder is involved in any of the following, immediate inspection is necessary
1910.26(c)(2)(vi)(a)
- If ladders tip over, inspect ladder for side rails dents or bends, or excessively dented rungs; check all rung-to-side-rail connections; check hardware connections; check rivets for shear.(any of these can cause a ladder to be in violation)

1910.26(c)(2)(vi)(d)
- If ladders are exposed to oil and grease, equipment should be cleaned of oil, grease, or slippery materials. This can easily be done with a solvent or steam cleaning. (Be careful to maintain the readability of safety labels as they are also required)

KEY PARTNERS

WHAT THEY OFFER

On site needs analysis of Ladders and their use
- Ladder inspection

LOUISVILLE™

PRODUCT FOCUS

Ladders and climbing products

TOPICS INCLUDE

- On site evaluation and inspection of ladders
- Recommendations for tracking and inspection schedule
- Explanation of ladder related accidents and the cost to a company in injuries, lost work time, and insurance premium increases
- Training on appropriate use and maintenance of ladders
- Site specific recommendation of appropriate climbing equipment



LADDER SAFETY

TOTAL US LADDER-RELATED INJURY STATISTICS (ALL END USERS)

Number of Americans annually who receive medical treatment for a Ladder-related injury: → **> 500,000**

Almost one person every minute receives medical treatment for a Ladder-related injury!

Number of Americans annually who require Emergency Room treatment for a Ladder-related injury: → **> 130,000**

Almost one person every 4 minutes receives Emergency Room medical treatment for a Ladder-related injury!

Number of Americans who die annually from Ladder-related injuries: → **> 300**

Almost one person every day dies from a Ladder-related injury!

REAL WORLD APPLICATION AND COST SAVINGS: INJURIES

REDUCE CLIMBING RELATED INJURIES:

Company A had experienced 5 lost time climbing related injuries in one year, at a direct cost of approximately $22,000 in total per injury. *(4X's factor that covers: wages, doctor/medical costs, physical therapy, replacement worker expense and lost productivity)*

LOUISVILLE

SOLUTION:

Provide regularly scheduled safety training in the proper selection, use, inspection and maintenance of climbing equipment to all employees.

BENEFITS:

In the 1st year, implementing an effective ladder safety training program reduced their worker climbing related injuries to one recordable fall.

Climbing related injury cost reduction = $88,000.00

REAL WORLD APPLICATION AND COST SAVINGS: INSURANCE PREMIUMST

REDUCE COMPENSATION INSURANCE COSTS:

The company's compensation insurance costs had recently increased by 30%, a consequential result of the lack of formal, on-going safety training. *(including the lack of a regularly scheduled safe climbing program)*

SOLUTION:

Provide regularly scheduled safety training in the proper selection, use, inspection and maintenance of climbing equipment to all employees.

BENEFITS:

In the 2nd year, implementing frequent safety sessions on numerous work-place issues including ladder safety & inspection training reduced their compensation insurance costs by 5%, with continued annual reductions expected.

Net Savings = $15,000



LADDER SAFETY

REAL WORLD APPLICATION AND COST SAVINGS: PRODUCTIVITY GAINS

INCREASE WORKER PRODUCTIVITY:

The company estimated they were losing approximately 15 minutes of lost time each day per worker due to the use of poorly suited climbing equipment.

SOLUTION:

Invest in climbing equipment that is safe and suitable for the job, matching application with the "best-climbing-tool".
Example: Twin Stepladders for 2 person jobs or Tripod Stepladders when working in close quarters or around studded walls

BENEFITS:

In the 1st year, purchasing suitable climbing equipment for each of their facilities resulted in less downtime & increased worker productivity.

Productivity improvement estimate = $45,000.00

COMPETITIVE ADVANTAGE: COMPARISON

COMPANY A:
Regularly scheduled Safety Training:

Comp Costs*	= $145,000
Costs Associated with Lost-Time Accidents:	= $22,000
Productivity Gains: .25 per hour x 30 employees	= $45,000 annually
Net Costs:	= $122,000

COMPANY B:
No Safety Training regularly scheduled:

Comp Costs*	= $188,500
Costs Associated with Lost-Time Accidents:	= $110,000
Productivity Losses:	= $45,000
Net Costs:	= $343,500

* Workman's comp. insurance costs can easily range from $5,000 to $14,000 per employee

Which Company has the Competitive Advantage?

PORTABLE LADDERS - WORKING AT HEIGHTS CHECKLIST

- ☐ Are all ladders maintained in good condition, joints between steps and side rails tight, all hardware and fittings securely attached, and moveable parts operating freely without binding or undue play?
- ☐ Are non-slip safety feet provided on each metal or rung ladder, and are ladder rungs and steps free of grease and oil?
- ☐ Are employees prohibited from placing a ladder in front of doors opening toward the ladder unless the door is blocked open, locked, or guarded?
- ☐ Are employees prohibited from placing ladders on boxes, barrels, or other unstable bases to obtain additional height?
- ☐ Are employees required to face the ladder when ascending or descending?
- ☐ Are employees prohibited from using ladders that are broken, have missing steps, rungs, or cleats, broken side rails, or other faulty equipment?
- ☐ Are employees instructed not to use the top step of ordinary stepladders as a step?
- ☐ When portable rung ladders are used to gain access to elevated platforms, roofs, etc., does the ladder always extend at least 3 feet (0.9144 meters) above the elevated surface?
- ☐ Are employees required to secure the base of a portable rung or cleat type ladder to prevent slipping, or otherwise lash or hold it in place?
- ☐ Are portable metal ladders legibly marked with signs reading "CAUTION - Do Not Use Around Electrical Equipment" or equivalent wording?
- ☐ Are employees prohibited from using ladders as guys, braces, skids, gin poles, or for other than their intended purposes?
- ☐ Are employees instructed to only adjust extension ladders while standing at a base (not while standing on the ladder or from a position above the ladder)?
- ☐ Are metal ladders inspected for damage?
- ☐ Are the rungs of ladders uniformly spaced at 12 inches (30.48 centimeters) center to center?



HEARING PROTECTION

INDUSTRY STANDARDS

Under 29 CFR 1910.95, a hearing conservation program must be implemented for occupational time weighted average (TWA) exposures of 85 dBA or greater. This regulation which is enforced by OSHA requires that companies offer a suitable variety of hearing protectors to their employees and provide annual training on how to properly use these protectors, the hazards of excessive noise exposure and other topics.

SELECTION GUIDE

A WORD ABOUT NRRs - The NRR (Noise Reduction Rating) is based on testing performed in a laboratory that is accredited under the U.S. Department of Commerce (National Institute of Standards and Technology) National Voluntary Laboratory Accreditation Program (NVLAP) for testing hearing protection according to ANSI S3.19-1974 (American National Standards Institute). Testing to ANSI S3.19-1974 is the procedure currently specified by the Environmental Protection Agency (EPA) under their hearing protector labeling regulation. Most manufacturers recognize the value of testing in a NVLAP accredited lab, and insist on evaluating their hearing protectors in these labs. In an effort to bring the Noise Reduction Ratings (NRR) of hearing protection devices more in line with real-world usage, the United States Environmental Protection Agency (EPA) will soon announce a proposed new regulation for the labeling of hearing protection devices (HPD).

Since rating methods are based upon idealized laboratory testing, the NRR has been criticized for being too generous in its prediction of noise reduction (attenuation). Studies indicate that while some workers in real-world worksites achieve the NRR on the package, many workers do not. This has led to a variety of inappropriate de-rating methods for hearing protectors, and has contributed to much confusion in knowing how to accurately estimate a hearing protector's attenuation.

Under the proposed regulation, a new rating system will be used. While it will still be known as the NRR, it will now represent a range of expected protection, as opposed to a single-number estimate. While the proposed method still uses ANSI-standard lab testing to generate the attenuation ratings, the new Noise Reduction Rating will provide an indication of how much attenuation minimally-trained users (the lower number) versus highly-motivated trained users (the higher number) can be expected to achieve. For some hearing protectors, the spread of this range may be quite significant.

THE HEARING CONSERVATION AMENDMENT

The U.S. Department of Labor Occupational Safety and Health Administration (OSHA) has a set of guidelines and required components for a hearing program [OSHA (1983). "Occupational Noise Exposure; Hearing Conservation Amendment," Fed. Register 48 (46), 9738-9783].

MEASURING NOISE

Noise hazard depends on the level (sometimes called intensity) of the noise, its duration, and how often the exposure occurs. The point above which regular exposure to sounds becomes hazardous is a level of about 85 decibels (abbreviated dB, or sometimes dBA which is the value that more closely corresponds to human hearing). Noise is measured using a sound level meter.

YOU DON'T GET "USED TO NOISE"

Noise does not have to be uncomfortably loud, or even painful, to be damaging. You may think your ears are "used to the noise," but what has probably happened is that your hearing has been temporarily dulled or that hearing loss has already begun.

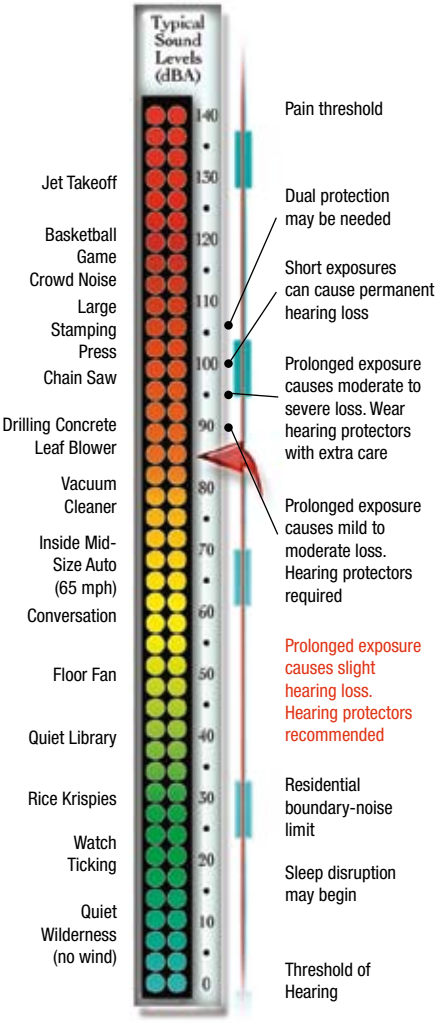
A RULE OF THUMB

When you feel the need to shout in order to be heard three feet away, the noise levels are probably 85 dBA or more and hearing protectors are recommended.

USING YOUR EARS TO ASSESS NOISE RISK

If, after the noise stops, you notice a ringing, buzzing, or whistling in your ears that wasn't there before, this is a warning indicator. Called tinnitus, this is like a "sunburn" of the nerve cells of your inner ear, indicating that they have been irritated and overworked. Tinnitus is especially noticeable in a quiet place, such as when you are trying to go to sleep at night. If you don't protect your ears from noise, tinnitus can become a permanent, constant annoyance in your life.

Apparent muffling or softening of sounds after noise exposure is a warning sign that your hearing is affected by a temporary threshold shift. Repeatedly exposing your ears without protection can cause the shift to worsen and become permanent, resulting in untreatable damage to your hearing ability.





HEARING PROTECTION

KEY PARTNERS

HEARING CONSERVATION SERVICES

Howard Leight is committed to providing value-added Hearing Conservation opportunities to its partners.

HOWARD LEIGHT by SPERIAN

GENERAL SERVICES

On-Site Training

OSHA's Occupational Noise Standard requires annual employee training on the effects of noise on hearing, proper use and fit of hearing protectors and the use of audiometric testing. As a best practice, Hearing Conservation Programs are encouraged to provide additional educational and motivational training to its employees. Sperian TSMs are equipped to provide "toolbox" trainings on-site to safety professionals and employees upon request, as well as demonstrate new Hearing Conservation technologies such as VeriPRO® earplug fit testing and QuietDose™ in-ear dosimetry.

Hearing Protector Evaluation/Selection

Hearing protection is only effective when it is worn properly 100% of the time when exposed to hazardous noise. And while OSHA's Occupational Noise Standard requires employers to offer a "variety of suitable hearing protectors" to its employees, the selection should meet environmental requirements and comfort preferences of workers. Sperian TSMs are trained to provide such hearing protector evaluations with VeriPRO® and aid in the selection of earplugs and earmuffs that are not only appropriate to each workplace, but also efficient for any budget.

NOISE MONITORING

OSHA requires employers to perform noise monitoring when employee noise exposure "may equal or exceed an 8-hour time-weighted average (TWA) of 85 dBA." OSHA defines two methods for monitoring noise levels.

OSHA REQUIREMENT

Area Noise Sampling

Utilizing a sound level meter, take a general measurement of each section of your facility. These measurements can be documented in a noise map or a table showing the exposures in each area. This method is most accurate when noise levels are fairly steady.

Personal Noise Sampling

Also called personal dosimetry, workers don a device with a microphone mounted near the ear. The dosimeter records a worker's complete noise exposure over an extended time, and determines the Time-Weighted Average. Not all employees are required to participate in dosimetry, though a representation of employees from every area and shift should be included. This method is most accurate when noise levels are intermittent or fluctuating.

BEST PRACTICES

Document Changing Conditions

Noise levels should be re-monitored and updated whenever a change in equipment or work processes affects noise exposures.

Notify Employees

As employees must be notified of any changes in noise level, post a noise map of your facility in common areas, such as your break room or safety stations.

Track Worker Exposure

Document each employee's TWA noise exposure in his/her safety profile or personnel file. This can help an audiologist better understand the employee's audiogram.



HEARING PROTECTION

AUDIOMETRY

Annual audiometric testing (hearing tests) must be made available to all employees exposed to 85 dBA TWA. Testing must be performed by a professional or qualified technician.

HOWARD LEIGHT by SPERIAN

OSHA REQUIREMENT

Baseline Audiogram

All employees exposed to 85 dBA TWA must undergo a baseline audiogram within six months of first exposure to determine current hearing levels. This includes both new hires and existing employees.

Audiogram Evaluation

Problem audiograms must be reviewed by an audiologist, otolaryngologist or physician.

Standard Threshold Shift (STS)

If the annual audiogram demonstrates a shift in hearing of 10 dB average or more at 2000, 3000 and 4000 Hz in either ear compared to baseline, the employee must be notified in writing within 21 days. If the loss is determined to be occupational, the employer must evaluate the employee's current hearing protectors, and retrain the employee on use and fit.

BEST PRACTICES

Retain Records

Noise damage can only be determined when audiograms are compared serially. Make certain your testing service provides the required comparison to baseline, with understandable follow-up reports.

Review Results With Employees

Research has documented a positive impact on employees who receive detailed feedback regarding audio - metric results immediately after testing. This helps the employees understand the effectiveness of their hearing protection device (HPD) fit and provides another opportunity to promote a healthy hearing culture.

TRAINING

Employers must provide annual hearing conservation training to all workers exposed to noise levels at or above the Action Level (85 dBA TWA).

OSHA REQUIREMENT

Effects of Noise Exposure

Annual training must include the effects of hazardous noise on hearing.

Use, Selection and Fitting of HPDs

All employees in the Hearing Conservation Program must be educated on different types of earplugs and earmuffs, how to select the most appropriate protector and how to properly fit that HPD.

Audiometric Testing Procedure

Annual training shall also include an explanation of the purpose of audiometric testing, and an explanation of the test procedures.

Acceptable Materials

Group and one-on-one presentations, videos, brochures, computerized training modules and outside speakers are acceptable Hearing Conservation Program training aids.

BEST PRACTICES

One-on-One Training

Research has documented that one-on-one training, coupled with a worker's annual audiogram, have a positive impact and are more effective than group training. According to one study, workers who demonstrated a poor fit with their earplugs showed a 14 dB improvement in protection after brief one-on-one training.

Provide Ongoing Education

Hang motivational and informational posters in common areas or near hearing protection sources. These can include fitting instructions, noise thermometers and posters visually showing the effects of hearing loss. Howard Leight offers several motivational posters in both English and Spanish for Hearing Conservation.



HEARING PROTECTION

RECORDKEEPING

Employers must retain all employee records, including exposure measurements and audiometric tests.

OSHA REQUIREMENT

Exposure Measurements

Area and personal sound measurements must e kept on file for at least two years.

Audiometric Tests

Employers must maintain audiometric records of their employees for the duration of their employment.

OSHA Form 300

As of January 1, 2004, employers must record all employees who 1) demonstrate a Standard Threshold Shift (STS) in hearing in one or both ears and 2) demonstrate average hearing levels over 25 dB above audiometric zero (also averaged at 2000, 3000, and 4000 Hz) in the same ear(s) as the STS. The OSHA Form 300 can be found at: *http://www.osha.gov/recordkeeping/new-osha300form1-1-04.pdf.*

Access to Records

All records may be accessed upon request by "employees, former employees, representatives designated by the individual employee," and by OSHA representatives.

Transfer of Records

If the employer closes business or is acquired by a new organization, all records must be transferred to the subsequent organization for the required periods of time.

BEST PRACTICES

Track Employee Exposures

Noise damage can only be determined when audiograms are compared serially. Make certain your testing service provides understandable follow-up reports.

Post OSHA Hearing Conservation Amendment

Employers are required to post a copy of OSHA 29 CFR 1910.95 in a visible location within a facility. A PDF of the amendment is available at www.howardleight.com under "Best Practices" menu. Posters are available through Sperian Protection Customer Care or Territory Sales Manager.

NOISE - HEARING CHECKLIST

- ☐ Are there areas in the workplace where continuous noise levels exceed 85 decibels?
- ☐ Is there an ongoing preventive health program to educate employees in safe levels of noise, exposures, effects of noise on their health and the use of personal protection?
- ☐ Have work areas where noise levels make voice communication between employees difficult been identified and posted?
- ☐ Are noise levels measured with a sound level meter or an octave band analyzer and are records being kept?
- ☐ Have engineering controls been used to reduce excessive noise levels? Where engineering controls are determined to be infeasible, are administrative controls (i.e., worker rotation) being used to minimize individual employee exposure to noise?
- ☐ Are approved hearing protective devices (earplugs and earmuffs) available to every employee working in noisy areas?
- ☐ Have you tried isolating noisy machinery from the rest of your operation?
- ☐ If you use hearing protectors, are employees properly fitted and instructed in their use?
- ☐ Are employees in high noise areas given periodic audiometric testing to ensure that you have an effective hearing protection system?



HEARING PROTECTION

DEDICATION THROUGH FREE EDUCATION.

3M is dedicated to hearing conservation. That's why we make the leading hearing protection products from E·A·R® and Peltor.® And, that's why we also created the HEAR FORCE to provide valuable on-site training seminars throughout North America.

Training Meets Annual OSHA Requirement 1910.95.

Interesting, informative and comprehensive. Conducted by Certified Trainers, HEAR FORCE seminars are designed to help assure that hearing conservation programs run at optimum efficiency to get the best results possible for employees and employers.

TOPICS INCLUDE:

How the Ear Works – An inside look at the various parts and functions of the ear.

Effects of Noise – How exposure to high noise affects the ear and how it can permanently damage one's hearing.

Annual Noise Testing – Discuss how testing is done and why it is necessary.

Purpose & Types of Hearing Protectors – A "Show and Tell" segment on the various protectors available, how they work, and which ones are best for certain environments.

Fit & Care of Protectors – A look at the proper fitting techniques and care/maintenance that optimizes protection performance.

Sessions can be tailored to meet time and attendance needs with one or two sessions per day, ranging from 45 minutes to 2 hours in length. 50 employees per session required.



The Hear Force Crew.

Great training programs require great trainers. The Force includes the best of the best, real pros certified by the **Council for Accreditation of Occupational Hearing Conservation** (CAOHC).

They have extensive expertise in hearing protection products as well as audiometric testing, dosimeter evaluations, OSHA standards, and the dangers and effects of unprotected noise exposure.

Even better, they are nice folks and,while they are employed by 3M, they're working for you.

Priceless Training That Costs You Nothing.

OSHA requires it. Employees need it. We provide it.

Now it's simple to get your annual hearing conservation training.

Put the **HEAR FORCE** on your side.





HOIST TRAINING & CERTIFICATION

INDUSTRY STANDARDS

1910.179(b)(8)
Designated personnel - Only designated personnel shall be permitted to operate a crane covered by this section.

1910.179(j)(1)(ii)
Inspection procedure for cranes in regular service is divided into two general classifications based upon the intervals at which inspection should be performed. The intervals in turn are dependant upon the nature of the critical components of the crane and the degree of their exposure to wear, deterioration, or malfunction. The two general classifications are herein designated as "frequent" and "periodic" with respective intervals between inspections as defined below:

1910.179(j)(1)(ii)(a) Frequent inspection - Daily to monthly intervals.
1910.179(j)(1)(ii)(b) Periodic inspection - 1 to 12-month intervals.

1910.184(d)
Inspections. Each day before being used, the sling and all fastenings and attachments shall be inspected for damage or defects by a competent person designated by the employer. Additional inspections shall be performed during sling use, where service conditions warrant. Damaged or defective slings shall be immediately removed from service.

1910.184(e)(3)(i)
In addition to the inspection required by paragraph (d) of this section, a thorough periodic inspection of alloy steel chain slings in use shall be made on a regular basis of (A) frequency of sling use; (B) severity of service conditions; (C) nature of lifts being made; and (D) experience gained on the service life of slings used in similar circumstances. Such inspections shall in no event be at intervals greater than once every 12 months.

KEY PARTNERS

WHAT THEY OFFER

Industrial standard training in hoist safety, hoist repair, and rigging

PRODUCT FOCUS

- Powered Hoists
- Manual Hoists
- Chain (Load, Rigging, and Hand chain)
- Rigging Products (hooks, shackles, master links & load securing products)

TOPICS INCLUDE

- Hoist Safety
- Operator Training
- Hoist inspection and repair
- Proper rigging technique
- Load securement for over the road transportation vehicles



HOIST TRAINING & CERTIFICATION

HOIST TRAINING & CERTIFICATION



COLUMBUS McKINNON CORPORATION is a leading worldwide designer and manufacturer of material handling products, systems and services with over 253 combined years experience in engineering, design, manufacturing and customer support.

CMCO has a full service training organization offering classroom and hands-on instruction in all areas of material handling. We can assist you in meeting all OSHA and ASME requirements. Our highly skilled instructors possess extensive knowledge of regulatory issues and industry standards. They are recognized experts in the industry, bringing real world experiences to every seminar. With over 100 years experience in rigging engineering, safety, structural design, applications, modifications, installations, field service and technical support, our instructors will provide a fast-paced, information-packed learning experience which is second to none. A certificate will be awarded upon completion of all classes.



COLUMBUS McKINNON CORPORATION provides technical training on wire rope and chain hoists at our manufacturing facilities and training centers located throughout North America. Maintenance training is provided for brands such as CM, Coffing, Little Mule, SHAW-BOX, Yale and Budgit hoist. Students will learn from experts how to diagnose and repair over 70% of the hoist brands present in industry today. Providing an excellent opportunity to acquire and improve hoist maintenance skills, these classes enable students to share similar challenges and solutions encountered on the job.

CM MAINTENANCE TRAINING **Course Code: CM-HSTMNT**

2 DAY SEMINAR

Covering all manual & electric chain hoists
Conducted in Amherst, NY, Houston, TX, Santa Fe Springs, CA, Chicago, IL or customer's facility

COFFING HOISTS MAINTENANCE TRAINING **Course Code: COF-MNT**

3 DAY SEMINAR

Course covering all manual & electric hoists
Conducted in Amherst, NY, Houston, TX, Santa Fe Springs, CA, Chicago, IL or customer's facility

Yale, Budgit and SHAW-BOX MAINTENANCE TRAINING

2 1/2 DAY SEMINAR

Wire Rope Service School **Course Code: YLTTRAINING**

2 DAY SEMINAR

Chain Hoist Service School **Course Code: YLTCTRAINING**
Contact us at 877-298-6511 for locations



HOIST TRAINING & CERTIFICATION

RIGGING TRAINING

RIGGING TRAINING **Course Code: BAS-RIG**

Designed for rigging personnel and crane operators, this one day ensures maximum interaction between students and instructor. Participants will gain a solid understanding of the following:

- Definitions related to slings, hand hoists and rigging gear
- Rigging hardware specifications, identifications and selection criteria
- OSHA and ASME safety standards review
- Mandatory pre-use inspections
- Unsafe rigging practices
- Sling angle stress calculations
- Factors effecting working load limits
- Finding center of gravity
- Calculating load weights
- Developing lift plans
- Accident case studies

CM RIGGING Products







RIGGING CERTIFICATION OFFERED

TRAINING CONDUCTED AT THE CUSTOMER'S SITE

LOAD SECUREMENT TRAINING







Course Code: CM-LDS

This Course is designed to educate those responsible for securing loads on over the road transportation vehicles and those responsible for enforcement. Course information is based on the North American Cargo Securement Standard incorporated in the regulations for the United States and Canada.

Students will learn:

- Application and interpretation of rules: CVSA Cargo Securement Guidelines, Federal Highway and D.O.T. requirements.
- Determining how a load is placed and attached to a transportation vehicle
- How to determine tie down requirements (Direct and Indirect Attachments)
- Forged securement hardware vs castings
- Requirements for general cargo and specific loads
  - Steel Coils
  - Concrete
  - Construction equipment
  - Pipes/cylindrical loads
  - Logs, lumber or building products
- Steel haulers, crushed car haulers
- Out of Service and inspection criteria for securement hardware (chains, binders, straps etc.)
- Drivers responsibility

Each student will receive:

- One copy of Practical Cargo Securement Guidelines for Drivers, Carriers and Shippers.

SEMINARS CONDUCTED AT THE CUSTOMER'S SITE OR AT OUR REGIONAL LOCATION



HOIST TRAINING & CERTIFICATION

CRANE & HOIST OPERATOR TRAINING

CAB, REMOTE AND PENDANT OPERATOR TRAINING Course Code: OP-TRN

All personnel responsible for operating cranes will benefit from this class. Conducted at the customer's facility, this course is a combination of classroom and hands on instruction ensuring maximum learning. This training can be tailored to conform to customer application and scheduling requirements. Students will acquire a working knowledge of:



- OSHA, CMAA and ANSI/ASME B30 regulations as they apply to hoist and crane operators
- Preoperational inspection requirements
- Operator responsibilities
- Proper lifting techniques
- Identifying unsafe situations
- Basic rigging safety

SAFE HOISTING Course Code: SAF-HST

For supervisors and those responsible for overseeing day to day crane and hoist operations. This 4-hour seminar will acquaint personnel with key areas of crane and hoist operation, to include:



- OSHA 1910.179 Regulations, ANSI / ASME B30 AND CMAA standards
- Maintenance and Inspection requirements
- Proper hoist usage / application
- Recognizing unsafe operating conditions

This training can include an assessment of customer's facility with follow-up report and recommendations

STATIC STEPLESS Course Code: STA-STP

This course is designed specifically for personnel responsible for routine crane maintenance and responding to break downs. By understanding proper system operation, participants will learn to identify problems early. Instruction begins with the basics and progresses through comprehensive coverage of every section of the controls. Students will receive detailed explanations of each module's function while learning troubleshooting tips, set-up procedures and fine tuning adjustments not provided in the manufacturer's service bulletins. Students will receive a 120-page workbook to serve as a valuable on the job resource.



- Power Distribution
- Block Diagrams
- Power supplies
- Motors and Electric Load Brakes
- Magnetic Amplifiers and Saturable Reactors
- Control Modules and Circuits

To get the most out of this training, students should have experience in troubleshooting motor control systems and a basic understanding of electronic and magnetic principles

SEMINARS CONDUCTED AT THE CUSTOMER'S SITE



HOIST TRAINING & CERTIFICATION

CRANE & HOIST OPERATOR TRAINING

OPERATOR TRAINING (Train the Trainer)

Course Code: OP-TT

This course includes all topics covered in the CAB, remote and pendant operator training class PLUS the following:

- Daily inspection and documentation requirements
- Discussion of damaged items
- Training techniques
- Hands on instruction
- Written exam









Each student will receive:

- Crane operator manual
- Sample inspection form
- Recommended preventive maintenance program
- Safe operation DVD
- Electronic copy of training material

SEMINARS CONDUCTED AT THE CUSTOMER'S SITE



INSPECTION / CERTIFICATION **Course Code: CRH-CRT**

This 3-day seminar is the most comprehensive crane and hoist inspection training available anywhere and is applicable to all cranes and hoists regardless of manufacturer.

Top running and Underhung Cranes, Monorails, Electric, Pneumatic, Hand Chain and Lever Hoists are discussed in every detail. Students will gain competence in evaluating deficiencies and spotting safety related items, while learning to interpret Federal Regulations, National Standards and Crane and Hoist Specifications. Participants will receive a 280-page workbook filled with photos, charts and references to relevant standards for every inspection item discussed. All attendees will receive a Course Completion Certificate.

Certification is optional and requires passing a fifty question, multiple choice examination. Those successfully completing the exam will receive a laminated "Crane Inspection Certification Card" stating the individual has met the criteria set forth by Crane Manufacturers Association of America, Specification 78, and is certified to inspect cranes and hoists.



HOIST TRAINING & CERTIFICATION

CRANE & HOIST OPERATOR TRAINING

Crane and Hoist Configurations & Applicable Standards

- OSHA 1910.179 & 184
- ASME B30.2-10-11-16-17-20 & 21
- CMAA specification 70, 74 & 78

Crane and Hoist Structures

- Marking and construction
- Bridge, cab, trolley, runway, tracks, switches, stops & bumpers
- Wheels, bearings, couplings, shafts, guards
- Lever and hand chain hoists, pawl and ratchet, friction brake

Brakes

- Holding brakes / motor brakes (disc and drum)
- Control brakes / load brakes (power and mechanical)

Inspection Classifications & Record Keeping Requirements

- Every lift, daily, frequently and periodic

Chain

- Load chain (welded link and roller chain)
- Rigging chain (for below the hook devices)
- Hand chain

Electric Equipment

- Motor, brushes, slip rings and commutators
- Resistors, contacts and overloads
- Controls (floor, remote and cab)
- Limit switches, warning devices, disconnects

Below the hook devices (time permitting)

- Friction, structural, vacuum and magnet types
- Slings, shackles, bolts

Wire rope, hooks, blocks, sheaves and drums

Load Testing

SEMINARS CONDUCTED
AT THE CUSTOMER'S SITE & AT THE CM MANUFACTURING FACILITY IN WADESBORO, NC

CRANE & HOIST FREQUENT / MONTHLY INSPECTION

FREQUENT / MONTHLY INSPECTION **Course Code: MON-ISP**

This 1-day class is designed for personnel responsible for performing frequent or monthly inspections of overhead cranes and hoists. Students will learn how to conduct and document these inspections in compliance with OSHA Regulations and ASME Standards. Training is a combination of classroom instructions and hands-on inspection to ensure maximum learning benefit is achieved.

Students will learn:

- Crane and hoist configurations & applicable standards
- Inspection classifications & record keeping requirements
- Require daily inspections
- Monthly inspection & rejection criteria established by OSHA regulations, ASME standards and equipment manufacturers on the following;
    - Hooks, wire rope, chain, sheaves
    - Controls, limit switches, warning devices & disconnects
    - Holding brakes and load brakes
    - Below the hook devices



Each student will receive:

- 112 page workbook with photos, charts and references
- Sample inspection & load testing forms

SEMINARS CONDUCTED AT THE CUSTOMER'S SITE



HOIST TRAINING & CERTIFICATION

INDUSTRY STANDARDS

LEVER and CHAIN HOIST :

- CE
- AS 1418.2
- ANSI B30.21
- ANSI B30.16

TROLLEYS and BEAM CLAMPS:

- CE
- ANSI B30.10
- AS 1418.2

CRANE & HOIST OPERATOR TRAINING

OZ Hoists have been engineered to be durable and safe, a commitment to our customers.

All OZ lever hoists rated .75 through 9 ton and chain hoists rated .5 through 30 ton come standard with OVERLOAD PROTECTION.

This feature is to protect you the operator and take the guesswork out of the weight of the load. If you guessed wrong the hoist will transition into overload thus protecting the operator or damaging the hoist. The overload resets itself and requires no maintenance. When activated the overload will not allow hoist operation. This allows you to select a larger capacity hoist or consult a lifting specialist for another means of operation. Once activated you will be allowed to lower the load if lifting, or release the load if pulling. This eliminates the repair cost associated with an overloaded hoist, making the OZ hoist a safe and sound investment.

Masterfully engineered, the OZ hoist requires 20-30% less effort to operate at the rated capacity making it easier to lift heavy loads. Every OZ product is load tested at 150% of the rated capacity and is triple tested to ensure reliability and repeatability. All OZ products come with a test certificate and serial number dedicated to the individual product and come equipped with a durable stainless steel tag.
You will enjoy learning more about the rest of the features and benefits of the OZ line.

OZ Lifting Products Overload Protection Made Affordable

KEY PARTNERS

WHAT THEY OFFER

OZ Lifting cover the basics of how a hoist works. OZ Lifting has portable test stand that allows us to operate a lever hoist and demonstrate the overload.

OZ LIFTING PRODUCTS LLC

PRODUCT FOCUS

Along with the lever hoist operation, we disassemble and reassemble a chain hoist. We also cover the features and benefits of both products. We also cover the other OZ products that compliment the sale of our manual hoists.



FASTENAL INDUSTRIAL SERVICES
HOIST & SLING INSPECTION

INSPECTION

OSHA Regulation 1910.179 sec. j recommends periodic Rated Load testing based on usage. All hoists should be recertified and inspected on a yearly basis.

Fastenal can re-certify and repair Manual, Electric and Pneumatic Chain Hoists, as well as Cable Pullers, up to 20 Tons.

90 day Fastenal Guarantee on all repairs.

Pick up and delivery from your jobsite or plant.

BRANDS

- CM*
- Aro
- Duff-Lynx
- Harrington
- Coffing
- LIttle Mule
- Tugit
- Lift-Tech
- Kito
- Jett
- Budget
- Dayton
- Chester
- Shaw Box
- Hu-Lift*
- Lug-All
- Thern
- Duff Norton
- Ingersoll-Rand

* Warranty Certified

INSPECTION

OSHA Regulation 1910.184 mandates that all slings be inspected annually. Fastenal offers chain sling inspections in compliance with OSHA Regulations. If you have 100 or more chain slings, we will do the inspection at your site.

Fastenal can re-certify chain slings according to your ISO procedures. Recertification requires that your slings be sent to the regional Fastenal Service Center. Recertification meets all OSHA standards.

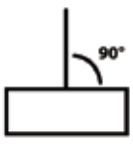
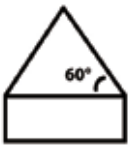
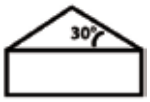
Fabricated chain slings are tagged with a serial number, reach of assembly, working load limit, and size and type of chain. A Certificate of Compliance is provided with each fabricated chain sling.

TYPES OF SLINGS FABRICATED AT FASTENAL

Mechanical slings are made with Grade 80 or 100 Chain & Components

- Single Leg
- Quadruple Leg
- Double Leg
- Single & Double Adjustable Leg
- Triple Leg

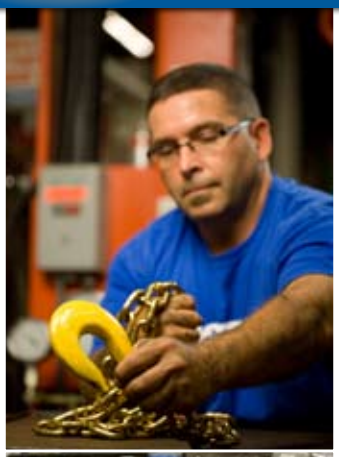
WORKING LOAD LIMITS FOR CHAIN SLINGS

							
Chain Size	**Single 90º**	**Double 60º**	**Double 45º**	**Double 30º**	**Triple Quad 60º**	**Triple Quad 45º**	**Triple Quad 30º**
Size	3,500	6,000	4,900	3,500	9,000	7,400	5,200
3/8	7,100	12,200	10,000	7,100	18,300	14,900	10,600
1/2	12,200	20,700	17,000	12,000	31,100	25,400	18,000
5/8	18,100	31,300	25,600	18,100	47,000	38,300	27,100
3/4	28,300	48,900	40,000	28,300	73,400	59,900	42,400
7/8	34,200	59,200	48,300	34,200	88,800	72,500	51,200
1	47,700	82,500	67,400	47,700	123,800	101,000	71,500

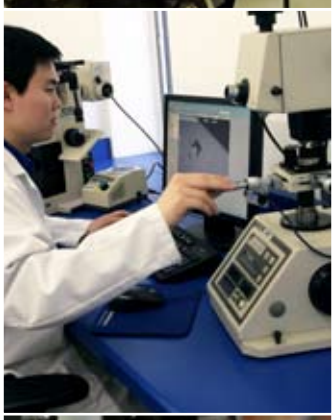
* These limits must not be exceeded. Manufacturers do not accept any liability for damages which may result from chain used in excess of working load limit.



FASTENAL SERVICES









Industrial Services

Weld-to-Length Bandsaws
Made-to-length blades worked to your precise specs and delivered to your location

Custom Chain Sling Fabrication & Inspection
Standard or special slings to suit your needs; free inspections to OSHA requirements.

Cut-to-Length Metal, Chain & Cable
Save time, space, and labor by ordering what you need, when you need it

Hose Fabrication
Our factory authorized service centers can produce virtually any length, type, or quantity

Tool & Hoist Repair & Certification
Factory authorized service, fast lead times, and convenient pick-up and delivery

Product Services

Custom Packaging
Parts can be custom-kitted and labeled to free up space, time and labor

Fastenal Solutions
Simple, affordable technology solutions to streamline your supply process

Inventory Management
We can provide just the right amount of inventory, when and where you need it

Product Sourcing
We can source virtually anything you need through our network of quality-certified suppliers or our FASTCO global trading company

Engineering & Lab Services

A2LA Accredited Calibration & Lab Testing
Dimensional, mechanical, and chemical analysis; calibration of testing/measuring equipment

Fastenal Engineering & Design Support
Our engineers can assist you with application troubleshooting, product testing, fastener trainings, design consulting, product teardowns, and more

Manufacturing Services

Custom Manufacturing
We make the unavailable part available – from short run specials to high-volume cold headed fasteners

Metals, Alloys & Material Services
Materials cut to length with no minimums

Tool & Cutter Grinding
Complete re-sharpening of end mills, step mills, reamers, and other H.S.S. and carbide cutting tools

Need service? Just call your local Fastenal store.

FASTENAL®

SmartStore™
FASTENAL SOLUTIONS

The SmartStore Vending Program
Industrial Vending for the Masses

Powered by Apex Edge Technology™

Plug in, Start Saving

- Immediately reduce product consumption
- Improve visibility, reporting, and compliance
- Pay only for vended items*
- Eliminate paperwork, stock-outs, and rush orders with an automated online ordering process
- Boost productivity by making product available 24/7 at the point of use
- Ideal for lean environments, and affordable for businesses of any size



If you grow your relationship with Fastenal, we'll provide and manage the machine(s). Talk to your Fastenal representative to discover just how easy and affordable it is to get started.

What If It's Too Large to Vend?

The Fast 5000 SmartStore can be equipped with an optional Auto SmartStore locker unit to vend larger items, manage assets that need to be checked out and returned, or receive "will call" items from the Fastenal store.

Ideal for:

- Hand & Power Tools
- Laptops
- Gauging
- Calibrated & Serialized Tools
- Equipment
- Radios
- Mission Critical Assets
- And More...

The system's software can manage and control all of the functions you need: check out/check in, loan periods, calibration and certification standards, forced returns (one-for-one exchange), required lockdowns, and more.



Fast 5000 SmartStore with optional Auto SmartStore locker unit

Implementation Is as Easy as 1-2-3

1 **Decide where to place your SmartStore(s)**

The machines can be set up anywhere that high-volume or critical products are used, whether that's line-side, in a manufacturing cell, or at a remote location. All you need is access to an electrical outlet and an Internet connection. Look for strategic locations to minimize walking time and maximize productivity.

2 **Decide which Fastenal items to stock**

Work with your Fastenal representative to develop a starting list of products to stock in your machine. Don't worry about creating a "perfect" list; you can always make changes as you gain more experience with the system.

3 **Then Relax**

Professional on-site installation is available across North America through Fastenal's vending technology partner, Apex Industrial Technologies. Apex project coordinators will organize installation, implementation, and training. Your Fastenal store representative will provide initial stocking and handle inventory management moving forward.

"The SmartStore program has freed up time for crib purchasing and allowed us to bring accountability and control to our high-volume production MRO items. We've controlled our costs, and we know exactly where product is being used on a daily basis."

- Mark Vascik, Purchasing & Maintenance Mgr.
Cooper Standard Automotive, Bowling Green, OH



To learn more about Fastenal's SmartStore vending program, talk to your local Fastenal representative.

Additional information is available at **fastenal.com**, or email us directly at **smartstore@fastenal.com** with questions.

SmartStore™
FASTENAL SOLUTIONS

WATERLOO
STORAGE & ORGANIZATION

CASE STUDY: WATERLOO INDUSTRIES

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



"Inventory is easier to keep on hand and easier to count and reorder. Tool crib attendants spend more time showing cost savings, writing PO's, billing, etc. … Corporate and department heads love it. They get automated reports about usage. They also love that tool crib attendants no longer have to make a judgment call about giving out additional gloves."

- Charlie Dillon, Tool Crib Manager

Company Overview

Waterloo Industries is the world's largest supplier of tool storage products, with 440 employees and two plants spanning one million sq. ft. of manufacturing and warehouse space. Waterloo's tool crib is managed by Fastenal.

Challenges

- Glove consumption was out of control, costing Waterloo $13,000–$15,000 per month
- Workers were spending too much time "standing and handing" at the tool crib
- Tool crib attendants were spending an estimated 75% of their time handing out gloves and were being forced to make judgment calls as to who could check them out

The Fastenal Vending Solution

To help streamline disbursement and control wasteful usage, Fastenal's in-plant service team implemented two vending machines stocked with gloves. Program features include:

- Access is controlled via employee ID badge, providing complete usage accountability
- Items restricted by classification and previous usage
- Tool crib manager can view real-time inventory, machine functions, and usage data online
- Corporate and department heads receive custom, automated usage reports
- Automated ordering and replenishment through Fastenal

Key Business Results

- Tool crib attendants went from spending 75% of their time handing out gloves to spending 10% of their time repackaging them for the machine
- Dramatically improved visibility into usage
- In the first month of use, glove consumption went from more than $13,000 to $9,200

FASTENAL®

Calculate your potential savings by clicking on the vending machine image at fastenal.com. Contact your local store to learn more.

9702404

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SmartStore™
FASTENAL SOLUTIONS

JBT FoodTech

CASE STUDY: JBT FOOD TECHNOLOGIES

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



"Every department is happy with it. They all like the centralized location and the ability to adjust restrictions to meet changing demand. And of course Purchasing is very pleased with the hard cost savings through consumption reduction. For employees, it's put some ownership into company spending, and it's extremely easy to use. All they have to do is walk up, swipe their card, and punch in a two-digit number – it's no more difficult than vending from a soda machine."

- Ray Chappell, MRO Crib Manager

Company Overview

JBT Food Technologies is a leading global technology solutions provider to the food processing and air transportation industries. They design, manufacture, test, and service systems and products for customers. The company's Sandusky, OH facility employs approximately 100 people, and its MRO crib is managed by Fastenal.

Challenges

- Because the MRO crib is located in the corner of a 40,000 sq. ft. building, it could take up to 10 minutes for a worker to access work gloves
- There were also concerns about waste and hoarding. Disbursement was controlled by the Fastenal cage, but there were no restrictions on employee usage

The Fastenal Vending Solution

Fastenal implements a vending machine in a more central location, repositioning safety gloves, abrasives and general consumables (approx. 20 different items) closer to more employees. Program features include:

- Access controlled by employee ID badge, providing complete usage accountability
- Restrictions are set for each of 5 departments (limiting access to specified products/ amounts over time)
- Real-time online visibility into inventory and usage
- Automated ordering and replenishment by Fastenal

Key Business Results

- Reduced crib travel/socializing time
- Management is able to check transaction reports daily
- Spending is reduced from $4,500-$5,000/month to $3,000/month ($1,500-$2,000 cost savings for a typical month)

FASTENAL®

Calculate your potential savings by clicking on the vending machine image at fastenal.com. Contact your local store to learn more.

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FASTENAL®



HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

9702419 • Key Safety Partner Booklet 7.10KM • Printed in the USA. • ©2010 Fastenal

FASTENAL®

WSCA Master Service Agreement: Facilities Maintenance, Lighting Products, Industrial Supplies and Tools



As a result of a national competitive bid, Fastenal has been awarded WSCA Master Service Agreement for Facilities Maintenance, Lighting Products, Industrial Supplies and Tools. Fastenal is ready to serve WSCA members with quality Facilities Maintenance, Lighting Products, Industrial Supplies and Tools. Fastenal's offering spans 17 product categories available at more than 2,300 retail stores nationwide. WSCA customers can also shop online at **www.fastenal.com.**

Fastenal Quick Facts



- More than 2,300 retail stores
- Local service and delivery
- Contract pricing on all product lines
- Inventory control solutions including industrial vending
- 24-hour emergency service
- Flexible purchasing options: walk-in, phone, fax, or e-commerce
- Just-in-time ordering and fast fulfillment delivery
- Value-added services

fastenal.com – Get Registered Today

- 24/7 access to product backed by local service and inventory
- View WSCA contract pricing
- Fast Order Pad & Order Templates
- Set purchasing controls for each user
- Check local store availability
- Flexible delivery options: will call, local delivery, direct to site
- Additional e-business solutions available



ABOUT WSCA

Western States Contracting Alliance (WSCA) is pleased to announce the award of a Facilities Maintenance, Lighting Products, Industrial Supplies and Tools contract to Fastenal. Fastenal offers a broad variety of products, flexible options for ordering, and local inventory and service at all Fastenal locations throughout all participating states. Each of these local stores stock thousands of the products used everyday by your facilities, fleet, and other maintenance or construction departments.

- Customer must establish or modify existing account(s) prior to ordering (See respective Fastenal User Guide and/or account forms)
- Customer obtains contract pricing on products directly from Fastenal
- Customer may create a quote or order on the Fastenal website or may order directly from their local servicing Fastenal branch
- Detailed order procedures are in the Fastenal User Guide
- Customer sends order directly to their local Fastenal store
- Fastenal delivers goods or services to customer
- Fastenal invoices customer for delivered goods or services
- Customer pays respective Fastenal for delivered goods or services based on the contract number referenced on invoice
- Returns, product substitutions, etc. are handled directly by customer and Fastenal quickly and efficiently

HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

YOUR LOCAL SOURCE FOR MILLIONS OF PRODUCTS

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

55% OFF Fasteners

- Anchors
- Assortment Kits
- Bolts
- Bulk & Pneumatic Nails
- Hardware
- Metric
- Mil-Spec
- Nuts
- Pins
- Rivets & Self Clinching Rod
- Screws
- Security Fasteners
- Socket & Set Screws
- Springs
- Strut & Accessories
- Thread Repair
- Washers
- Weld Fasteners

Available in: Aluminum, Brass, Chrome, Copper, Nylon, Silicone Bronze, Stainless Steel and more

FNL®

23% OFF Fleet & Automotive

- Air Brake Products
- Auto Troubleshooting Tools
- Creepers
- D.O.T Air Brake Fittings
- Exhaust Products
- Filters
- Fleet & Auto Chemicals
- Fleet & Auto Fasteners
- Fleet & Auto Specialty Tools
- Fleet & Automotive Electrical
- Grease Products
- Hoses & Accessories
- Jacks & Dollies
- Lighting Products
- Oil Products
- Safety Equipment
- Starters & Alternators
- Towing Products
- Truck Accessories
- Wheel End Products

NORTHWAY FLEET SUPPLIES

23% OFF Janitorial

- Brooms, Squeegees & Brushes
- Cleaning Hardware
- Cleaning Products
- Deodorizers
- Floor Protection
- Food Service Disposables
- Mopping Equipment
- Paper Products
- Receptacles & Liners
- Restroom Products
- Skin Care
- Vacuums
- Wiping Products

Clean Choice

23% OFF Welding

- Brazing Rod
- Cable & Access.
- Cutting Torches & Accessories
- Cylinder Handling & Storage
- Eye & Head Protection
- Fume Removal Systems
- Gas Apparatus Products
- Hand Tools
- Pipe Working Tools
- Propane/Hand Torches
- Regulators
- Safety Apparel
- Soldering Equipment
- Welding Equipment
- Welding Helmets
- Welding Rod
- Welding Wire

BLACKSTONE

23% OFF Raw Materials & Machinery

- Angles
- Balls
- Channel
- Cut-to-Length Metals
- Drill Rod
- Extrusions
- Flats
- Foils
- Hex Bars
- I-Beams
- Keyed Shafts
- Keystock
- Machine Keys
- Mesh
- Plate Materials
- Precision Ground Flat Stock
- Rebar
- Round Stock
- Round Tube
- Square Bars
- Square Tube
- Standard Sheet Material
- Wire Coils & Spools

23% OFF Material Handling, Storage & Packaging

- Casters
- Dock & Trailer Equipment
- Drum Handling Equip.
- Drums
- Equipment Guarding
- Jobsite Storage
- Ladders & Scaffolding
- Leg Levelers
- Lifting & Rigging
- Machine Rollers
- Material Moving
- Material Storage
- Packaging
- Safety Railings
- Tape
- Wire Partitions

EQUIPRITE

23% OFF Plumbing, HVAC & Pumps

- AC Units
- Air Filters
- Fans
- Grilles
- Heaters
- HVAC Controls
- Pipe & Tube
- Pipe Fittings (Steel, S/S, PVC, CPVC, Brass)
- Plumbing Tools
- Pumps
- Registers
- Sealants
- Tape
- Valves
- Ventilators
- Water Filters, Hose & Accessories

ProFitter

23% OFF Office Products & Furniture

- Cash Boxes
- Chairmats
- Coat Hooks & Racks
- Copy & Fax Paper
- Desk Accessories
- Desks & Office Chairs
- Drafting Tables
- File Folders
- Filing Cabinets
- Folding Tables & Chairs
- General Office Supplies
- Labels
- Lecterns
- Mailroom Furniture
- Projectors
- Sheet Protectors
- Time Clocks
- Toner & Ink Jet Printer Cartridges
- Whiteboards & Cork Boards
- Writing Utensils

ASPECT OFFICE PRODUCTS

23% OFF Abrasives

- Abrasive Belts, Brushes, Rolls, Sheets, Bricks, Sponges
- Backing Pads & Holders
- Bench, Pedestal & Wire Wheels
- Carbide Burrs
- Cartridge Rolls
- Clean & Strip Discs
- Conflex, Concave & Cup Brushes
- Cutting Wheels
- Deburring Tools
- Depressed Center Grinding & Cutting Wheels
- Diamond Blades, Core Bits
- Fiber, Flap, PSA & Surface Conditioning Discs
- Files & Hand Pads
- Mandrels
- Mounted Points
- Quick Change Discs
- Sand Blasting Equip. & Accessories
- Scratch Brushes
- Superabrasives

BLACKSTONE

23% OFF Safety

- Confined Space Systems
- Emergency First Aid
- Ergonomics & Matting
- Eye Protection
- Facility Identification
- Fall Protection
- Fire Safety
- Footwear
- Gloves
- Hearing Protection
- High Visibility Garments
- Hydration Products
- Lockout/Tagout & Locks
- Portable Lights
- Protective Garments
- Respiratory Protection
- Safety Cans
- Sorbents & Spill Containment
- Traffic & Construction Safety

Body-Guard SAFETY GEAR

23% OFF Electrical

- Boxes & Enclosures
- Cable Carriers & Management
- Conduit, Fittings, Bending Tools & Bodies
- Electrical Tools, Wire & Cable
- Fuses & Breakers
- Heat Guns & Access.
- Heat Shrink Terminals & Tubing
- Industrial Controls
- Lamps & Work Lights
- Lighting & Accessories
- Motors
- Occupancy Sensors
- Plugs & Connectors
- Receptacles & Switches
- Terminals & Connectors
- Test & Measurement
- Thermal Imaging

POWERPHASE

23% OFF Hydraulics & Pneumatics

- Actuators & Cylinders
- Clamps & Collars
- Crimping Machines & Accessories
- Fittings
- Flanges, Gaskets & Rings
- Flow Control
- Hose & Hose Products
- Pipe & Pipe Accessories
- Pumps & Accessories
- Restroom & Plumbing Fixtures
- Tubing & Tubing Accessories

DYNAFLO

23% OFF Metalworking & Cutting Tools

- Annular Cutters
- Bandsaw Blades
- Broaches
- Carbide Tooling
- Chucks & Collets
- Counterbores
- Countersinks
- Drills
- End Mills
- Holecutters
- Indexable Tooling
- Magnetic Drills
- Marking Products
- Metalworking Fluids
- Milling Cutters
- Reamers
- Taps & Dies
- Tool Holders

FMT

23% OFF Tools & Equipment

- Air, Hand, HVAC Tools
- Bits & Accessories
- Clamping & Holding
- Cordless & Corded Power Tools & Accessories
- Fastening Accessories
- Hand Tools
- Jobsite Communications
- Landscaping Tools
- Marking Products
- Measuring, Leveling, Testing & Inspection Tools
- Outdoor Power Products
- Pneumatic Fasteners
- Powder Actuated Tools
- Power Equipment
- Saws & Saw Blades
- Tool Storage

ROCK RIVER

23% OFF Chemicals & Paints

- Adhesive Products
- Caulks & Sealants
- Firestop
- Floor Maintenance Products
- Gasketing & Sealing
- Industrial Cleaning Chemicals
- Insecticides & Insect Repellents
- Maintenance Chemicals
- Marking Paints & Products
- Paint
- Paint Brushes & Accessories
- Primer
- Rust & Corrosion Inhibitors
- Surface Treatments
- Thread & Pipe Chemicals
- Truck Bed Coatings

23% OFF Power Transmission & Motors

- Bearings & Accessories
- Belts, Pulleys & Sheaves
- Bushings
- Cam Followers
- Chain & Sprockets
- Couplings & Components
- Definite Purpose Motors
- Grease Fitting Products
- Grease Guns & Accessories
- HVAC Motors
- Linear Motion
- Motor Accessories
- Oil Seals
- Rod Ends

23% OFF Tooling Components & Precision Measuring

- Clamping & Accessories
- Die Springs
- Gauges
- Hand Wheels
- Measuring, Leveling, Testing & Inspection
- Metalworking Tools
- Shim Stock
- Tooling Fasteners

TRITAN

Look for these exclusive brands, available only at Fastenal.

GREEN AND SUPPLIER DIVERSITY SOLUTIONS AVAILABLE

Carpet and Rug Institute
www.carpet-rug.org

Greenguard Environmental Institute
www.greenguard.org

Sustainable Forestry Initiative
www.sfiprogram.org

Green Seal
www.greenseal.org

Fastenal Green Product:
Environmentally preferred products (certified or non-certified)

EcoLogo
www.ecologo.org

Leadership in Energy & Environmental Design
www.usgbc.org

Designed for the Environment
www.epa.gov/dfe

Supplier Diversity
1st & 2nd Tier Programs

FASTENAL®

FASTENAL®

WSCA Master Service Agreement: Facilities Maintenance, Lighting Products, Industrial Supplies and Tools

WSCA Western States Contracting Alliance

WSCA Implementation Training Workshop

Come to our exclusive WSCA workshop to learn about how Fastenal and WSCA are working together to provide quality service and contract pricing on facilities maintenance, lighting, and industrial supplies and tools.



DATE:

September 31st, 2010

WHERE:

Fastenal
12345 Main Street
Somewheresville, MN 5555

TIME:

12:30 PM

DRAFT

As a result of a national competitive bid, Fastenal has been awarded WSCA Master Service Agreement for Facilities Maintence, Lighting Products, Industrial Supplies and Tools. Fastenal's offering spans 17 product categories available at more than 2,300 retail stores nationwide. WSCA customers can also shop online at www.fastenal.com.

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- Just-in-time ordering and fast fulfillment delivery
- Value-added services

Fastenal.com – Get Registered Today

- 24/7 access to product backed by local service and inventory
- View WSCA contract pricing
- Fast Order Pad & Order Templates
- Set purchasing controls for each user
- Check local store availability
- Flexible delivery options: will call, local delivery, direct to site
- Additional e-business solutions available



We Are Where You Are



Local Store: With 2,300+ store locations, we are where you are. We can stock what you need, allowing you to walk-in and pick it up



Personal Service: Don't have time to leave the site to pick up product? No problem with Fastenal. We can deliver right to you, allowing you to get more done.



Inventory Solutions: Let Fastenal manage your inventory for you. This program can be tailored to meet your specific needs.



Fastenal.com: 24/7 access to products with flexible delivery options.

TO LEARN MORE ABOUT THE WSCA MASTER SERVICE AGREEMENT, VISIT: WWW.FASTENAL.COM/WSCA

Western States Contracting Alliance
Spend by State
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Version: Audit
Report Date: mm/dd/ccyy

	Field Name		Field Description		Data Type		
1	STATE		State postal abbreviation code (Alaska = AK, Missouri = MO, etc.)		Alpha Numeric		
2	VENDOR CONTRACT NUMBER		Lead State assigned contract number (using Lead State's numbering protocol)		Alpha Numeric		
3	MONTH 1 ACTIVITY		Spend for month - US Currency ($999999999.999)		Numeric		
4	MONTH 2 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
5	MONTH 3 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
6	MONTH 4 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
7	MONTH 5 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
8	MONTH 6 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
9	MONTH 7 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
10	MONTH 8 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
11	MONTH 9 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
12	MONTH 10 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
13	MONTH 12 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
14	MONTH 11 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
15	MONTH 12 ACTIVITY*		Spend for month - US Currency ($999999999.999)		Numeric		
16	CONTRACT YEAR TO DATE ACTIVITY		Cumulative total spend contract year to date - US Currency ($999999999.999)		Numeric		
17	PERCENTAGE OF TOTAL YTD SPEND		State Percentage of cumulative total WSCA spend contract year to date (99.99%)		Numeric		

Each participating state may elect to receive this report for state specific activity at the site level.
* Month spend fields applicable for contract year to date reporting based on period reporting.

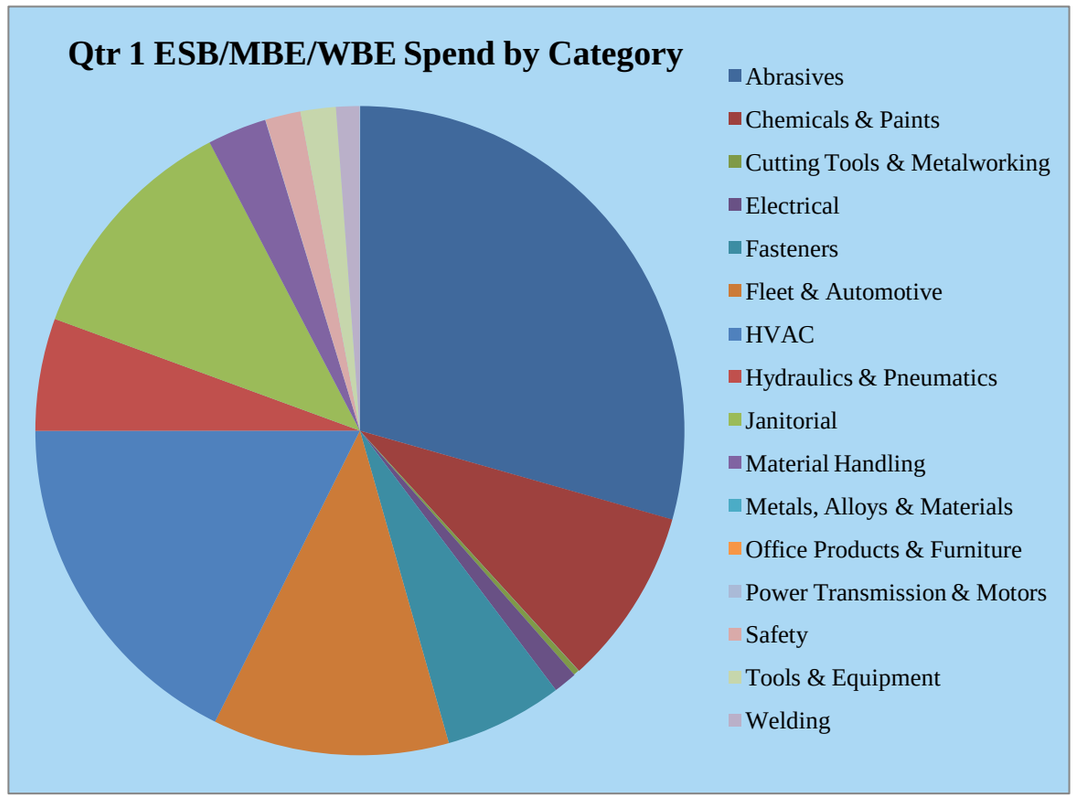
Western States Contracting Alliance
Spend by Product Category
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Version: Audit

	Field Name		Field Description		Data Type		
1	STATE		State postal abbreviation code (Alaska = AK, Missouri = MO, etc.)		Alpha Numeric		
2	VENDOR CONTRACT NUMBER		Lead State assigned contract number (using Lead State's numbering protocol)		Alpha Numeric		
3	PRODUCT CATEGORY 1 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
4	PRODUCT CATEGORY 2 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
5	PRODUCT CATEGORY 3 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
6	PRODUCT CATEGORY 4 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
7	PRODUCT CATEGORY 5 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
8	PRODUCT CATEGORY 6 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
9	PRODUCT CATEGORY 7 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
10	PRODUCT CATEGORY 8 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
11	PRODUCT CATEGORY 9 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
12	PRODUCT CATEGORY 10 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
13	PRODUCT CATEGORY 11 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
14	PRODUCT CATEGORY 12 SPEND		Product category spend based on vendor defined categories - US Currency ($999999999.999)		Numeric		
15	ADDITONAL CATEGORIES		Additional columns optional - one column per category available as needed		Numeric		
16	STATE TOTAL SPEND ALL CATEGORIES		Total State spend all categories for time period - US Currency ($999999999.999)		Numeric		
17	STATE PERCENTAGE OF TOTAL SPEND		Total State spend as a percentage of total WSCA spend - US Currency (99.99%)		Numeric		
18	TOTAL SPEND FOR CATEGORY		Total spend for each category for time period all states - US Currency ($999999999.999)		Numeric		
19	PERCENTAGE OF SPEND BY CATEGORY		Total category spend as a percentage of total WSCA spend (99.99%)		Numeric		

Each participating state may elect to receive this report for state specific activity at the site level.

Western States Contracting Alliance
ESB/MBE/WBE Summary Report
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Report Date: mm/dd/ccyy

Product	Qtr 1	Qtr 2	Qtr 3	Qtr 4	YTD 2010
Abrasives	$ 5,000.00	$ -	$ -	$ -	$ 5,000.00
Chemicals & Paints	$ 1,500.00	$ -	$ -	$ -	$ 1,500.00
Cutting Tools & Metalworking	$ 50.00	$ -	$ -	$ -	$ 50.00
Electrical	$ 200.00	$ -	$ -	$ -	$ 200.00
Fasteners	$ 1,000.00	$ -	$ -	$ -	$ 1,000.00
Fleet & Automotive	$ 2,000.00	$ -	$ -	$ -	$ 2,000.00
HVAC	$ 3,000.00	$ -	$ -	$ -	$ 3,000.00
Hydraulics & Pneumatics	$ 950.00	$ -	$ -	$ -	$ 950.00
Janitorial	$ 2,000.00	$ -	$ -	$ -	$ 2,000.00
Material Handling	$ 500.00	$ -	$ -	$ -	$ 500.00
Metals, Alloys & Materials	$ -	$ -	$ -	$ -	$ -
Office Products & Furniture	$ -	$ -	$ -	$ -	$ -
Power Transmission & Motors	$ -	$ -	$ -	$ -	$ -
Safety	$ 300.00	$ -	$ -	$ -	$ 300.00
Tools & Equipment	$ 300.00	$ -	$ -	$ -	$ 300.00
Welding	$ 200.00	$ -	$ -	$ -	$ 200.00



Tier 2 Spend Summary	(Breakdown of above spend)	
Business Classification	**Spend**	**% of Total Spend**
ESB	$ 10,000.00	10.00%
WBE	$ 5,000.00	5.00%
MBE	$ 2,000.00	2.00%
Total Spend (Inc. Large BU)	**$ 100,000.00**	

*The sales noted above are ESB/MBE/WBE products within noted categories. Customized reports are available upon request.

Western States Contracting Alliance

Detailed ESB/MBE/WBE Report by State

Contract Description: WSCA

Currency Base: USD

Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)

Report Date: mm/dd/ccyy

This report breaks ESB/MBE/WBE usage down to specific end users and the products that make up the spend %'s each reporting period. Available upon request. Below, you'll see the State of NV at $2,260 Tier 2 Spend; that spend is broken down to product categories then onto what certifications are involved: Safety Supplies = WBE, SBE and MBE-HUBZone. The report on the right shows a RECAP or SUMMARY of overall spend for this time period. The below report provides more detail.

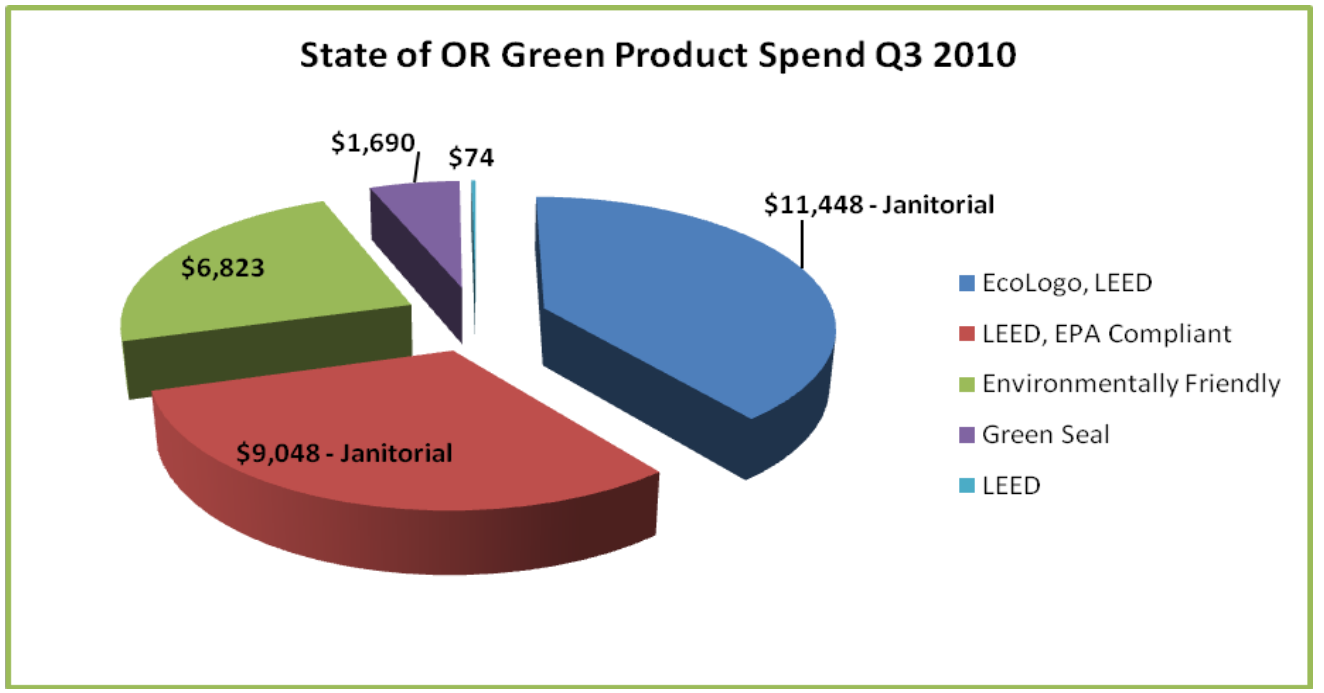
Tier 2 Spend Summary	(Breakdown of spend)	
Business Classification	**Spend**	**% of Total Spend**
ESB	$ 10,000.00	10.00%
WBE	$ 5,000.00	5.00%
MBE	$ 2,000.00	2.00%
Total Spend (Inc. Large BU)	**$ 100,000.00**	

Tier II Product Category	Purchases
State of Nevada	$2,260
FASTENERS	**$860**
SAFETY SUPPLIES	**$590**
WBE	$236
SBE	$209
MBE, HUBZONE	$144
MATERIAL HANDLING	**$410**
WELDING SUPPLIES	**$196**
FASTENERS - SEMI-STANDARDS	**$89**
JANITORIAL SUPPLIES	**$68**
CUTTING TOOLS	**$21**
TOOLS AND ACCESSORIES	**$21**
METALS-ALLOYS AND MATERIALS	**$3**
HYDRAULICS AND PNEUMATICS	**$1**
State of Nevada - WATER BUREAU	**$270**
JANITORIAL SUPPLIES	$270
State of Nevada (STOREROOM)	**$38,097**
SAFETY SUPPLIES	**$15,420**
MBE, HUBZONE	$10,154
SBE	$4,638
WBE	$580
SVOB	$48
DIRECT SHIP PRODUCTS	**$9,920**
JANITORIAL SUPPLIES	**$5,227**
TOOLS AND ACCESSORIES	**$3,642**
MATERIAL HANDLING	**$1,190**
ELECTRICAL SUPPLIES	**$1,002**
FASTENERS	**$761**
WELDING SUPPLIES	**$590**
HYDRAULICS AND PNEUMATICS	**$315**
CUTTING TOOLS	**$16**
METALS-ALLOYS AND MATERIALS	**$15**

Tier II Product Category	Purchases
State of Nevada / TRANSIT AUTH. YARI	$6,382
JANITORIAL SUPPLIES	**$2,846**
SAFETY SUPPLIES	**$2,510**
SBE	$2,510
TOOLS AND ACCESSORIES	$375
WELDING SUPPLIES	$371
MATERIAL HANDLING	$245
FASTENERS	$21
HYDRAULICS AND PNEUMATICS	$14
Water Dept	**$480**
ELECTRICAL SUPPLIES	**$319**
FASTENERS	**$77**
HYDRAULICS AND PNEUMATICS	**$46**
WELDING SUPPLIES	**$37**
LAS VEGAS FIRE BUREAU LOGISTIC	**$7,199**
JANITORIAL SUPPLIES	$6,218
HYDRAULICS AND PNEUMATICS	$453
MATERIAL HANDLING	$165
TOOLS AND ACCESSORIES	$133
FASTENERS - SEMI-STANDARDS	$80
SAFETY SUPPLIES	$63
SBE	$63
WELDING SUPPLIES	$43
Office Products	$42
FASTENERS	$3

Grand Total	**$54,687**

Western States Contracting Alliance
Green Product Report by State
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Report Date: mm/dd/ccyy



Green Cert	Purchases
EcoLogo, LEED	**$11,448**
JANITORIAL SUPPLIES	$11,448
LEED, EPA Compliant	**$9,048**
JANITORIAL SUPPLIES	$9,048
Environmentally Friendly	**$6,823**
JANITORIAL SUPPLIES	$5,601
LIGHTING PRODUCTS	$662
SAFETY SUPPLIES	$492
ELECTRICAL SUPPLIES	$68
Green Seal	**$1,690**
JANITORIAL SUPPLIES	$1,690
LEED	**$74**
JANITORIAL SUPPLIES	$74
Grand Total	**$29,082**

These two snapshots relay the amount of Green Product spend within a given time period. To the right, there is a breakdown that hightlights product category detail in relation to certification levels.

*This report is available for each participating state

Western States Contracting Alliance
Green Alternative Report
Contract Description: WSCA
Currency Base: USD
Period: mm/dd/ccyy - mm/dd/ccyy (12 month max)
Report Date: mm/dd/ccyy

Helpful tools on fastenal.com will suggest environmentally preferred alternatives within your search criteria. The personal attention that goes on behind the scenes is based on historic usage and the particular state or end user's commitment to a better environment. That demand will drive the results throughout the life of the contract. Suggestions for alternative options outside of fastenal.com will arrive via email to interested procurement agents like the example below:

Fastenal Part Used Today	Description	Alternative Green Option (Fastenal PN)	Description	Certifications or Classification	Suggested Date
0604344	Windex	0606862	Claire® Glass Cleaner	GREEN SEAL® and DfE	Month/Year
0132062	Rust-Oleum White Metal Primer Pair	0160865	Rust-Oleum® Sierra Performance™ White Metal Primer Pain	LEED, Zero VOC, No HAPS, No odor	Month/Year
500111-131632	SPC Oil Sorbent Pads	1025048	Brady® Re-Form Oil Sorbent Pads	Recycled cellulose materials; 90.5-94.5%	Month/Year
0605627	3M All Purpose Cleaner Concentrate	0606169	Simple Green All Purpose Cleaner	Green SEAL® GS-37 certified	Month/Year
650114-131726	Purell 8 oz hand sanitizer	0610897	Purell 8 oz green hand sanitizer	EcoLogo and USDA BioPreferred	Month/Year
Inefficient lighting such as HID can be retrofit with efficient lighting such as T8, T5, or LED lighting depending on the facility and kilowatt/hr use	Inefficient Lighting (HID Lighting or T12 Fixtures)	We offer many options in the lighting category to make sure you are using the best lighting for the application	Philips Lighting, Precision-Paragon Lighting, Hubbell Lighting and more (all with training programs to help convert, educate & calculate savings)	Energy Efficient products to replace the old	Month/Year

SAMPLE Usage Report (Bins Report)
Account: ABC Company
Site: Line 3
Machine: Shop
Date Range: 4/1/2009 00:00:00 - 4/29/2009 23:59:59

Bin	Mfg. Item #	Mfg. Name	Item #	Description	Package Qty	Units Dispensed	Monetary Value
10	0205316	Fastenal	0205316	Hook Blade 5/PK	1	30	$30.00
11	0204774	Fastenal	0204774	DuraTip SaftyBld (5)	1	4	$4.00
12	61309	Fastenal	61309	BIT #2 1/4X3 1/2 PH	2	6	$6.00
13	61310	Fastenal	61310	BIT #3 1/4X3 1/2 PH	2	5	$5.00
14	61009	Fastenal	61009	MNS 1/4 1/4X2 9/16	3	4	$4.00
15	61010	Fastenal	61010	MNS 5/16" 1/4X2 9/16	3	8	$8.00
16	61011	Fastenal	61011	MNS 3/8" 1/4X2 9/16	3	3	$3.00
17	0200652	Fastenal	0200652	YELLOW #500 LUMBER	2	6	$6.00
18	0200656	Fastenal	0200656	RED #500 LUMBER CRAY	2	4	$4.00
25	54270	Fastenal	54270	SDS+ 1/4" x 4" OAL	1	8	$8.00
27	0202913	Fastenal	0202913	Prem Pigskin Glv	1	16	$16.00
29	1008671	Fastenal	1008671	BearKat Grey Lens	1	24	$24.00
31	57244	Fastenal	57244	LENOX 614R	5	21	$21.00
33	57264	Fastenal	57264	LENOX 656R	5	3	$3.00
37	1010020	Fastenal	1010020	8230Z L/XLOrnge Vest	1	8	$8.00
39	53630	Fastenal	53630	HSS D-E T140 #30	12	8	$8.00
41	02472164905	Fastenal	02472164905	8OZ.CHALKREFILL FLUR	1	7	$7.00
44	02472164901	Fastenal	02472164901	8OZ.CHALKREFILL BLUE	1	2	$2.00
47	11562-00080	Fastenal	11562-00080	10 1/4 HVYDTY SHEARS	1	1	$1.00
52	57265	Fastenal	57265	LENOX 156R	5	1	$1.00
57	57277	Fastenal	57277	LENOX 110R	5	8	$8.00
60	0227157	Fastenal	0227157	AA Batteries	1	30	$30.00
62	0254454	Fastenal	0254454	25' BlkStn TapeMeas	1	1	$1.00
64	0203714	Fastenal	0203714	QUICKBLADE,RETR/CRD	1	2	$2.00
66	1008677	Fastenal	1008677	BearKat I/O Clr Mirr	1	31	$31.00
67	495-1JJ1843	Fastenal	495-1JJ1843	9OZ BROWN JERSEY	1	68	$68.00
68	0713649	Fastenal	0713649	2" Silicone Seam Roller	1	4	$4.00



Date	Bin	Site	Machine	Emp #	Employee	Item #	Description	Department	Job Number	Machine1	Package Qty	Price per Item	Total Price
4/30/2009 8:31:06 AM	66	Chicago	Shop	11160	Jose Arguellez	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/30/2009 8:30:58 AM	15	Chicago	Shop	11160	Jose Arguellez	61010	MNS 5/16" 1/4X2 9/16				3	$1.00	$3.00
4/30/2009 8:30:45 AM	10	Chicago	Shop	11160	Jose Arguellez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/30/2009 8:30:39 AM	10	Chicago	Shop	11160	Jose Arguellez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/30/2009 6:58:13 AM	39	Chicago	Shop	11088	Erik Morris	53630	HSS D-E T140 #30				12	$1.00	$12.00
4/30/2009 6:46:12 AM	66	Chicago	Shop	11083	Eric Sholl	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/30/2009 6:45:26 AM	66	Chicago	Shop	11083	Eric Sholl	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/30/2009 6:45:10 AM	31	Chicago	Shop	11083	Eric Sholl	57244	LENOX 614R				5	$1.00	$5.00
4/30/2009 6:31:01 AM	27	Chicago	Shop	10919	Lawrence Noble	0202913	Prem Pigskin Glv				1	$1.00	$1.00
4/30/2009 6:30:54 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries				1	$1.00	$1.00
4/30/2009 6:30:48 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries				1	$1.00	$1.00
4/30/2009 6:30:41 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries				1	$1.00	$1.00
4/30/2009 6:30:35 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries				1	$1.00	$1.00
4/30/2009 6:05:16 AM	10	Chicago	Shop	10616	Alfonso Hernandez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/30/2009 6:04:43 AM	10	Chicago	Shop	10616	Alfonso Hernandez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/30/2009 6:04:35 AM	10	Chicago	Shop	10616	Alfonso Hernandez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/30/2009 6:04:25 AM	10	Chicago	Shop	10616	Alfonso Hernandez	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/29/2009 4:34:08 PM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL				1	$1.00	$1.00
4/29/2009 4:34:01 PM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL				1	$1.00	$1.00
4/29/2009 7:12:28 AM	18	Chicago	Shop	10478	Dave Berns	0200656	RED #500 LUMBER CRAY				2	$1.00	$2.00
4/29/2009 7:12:13 AM	39	Chicago	Shop	10478	Dave Berns	53630	HSS D-E T140 #30				12	$1.00	$12.00
4/29/2009 7:12:04 AM	16	Chicago	Shop	10478	Dave Berns	61011	MNS 3/8" 1/4X2 9/16				3	$1.00	$3.00
4/29/2009 7:11:56 AM	15	Chicago	Shop	10478	Dave Berns	61010	MNS 5/16" 1/4X2 9/16				3	$1.00	$3.00
4/29/2009 7:11:49 AM	14	Chicago	Shop	10478	Dave Berns	61009	MNS 1/4 1/4X2 9/16				3	$1.00	$3.00
4/29/2009 7:11:41 AM	13	Chicago	Shop	10478	Dave Berns	61310	BIT #3 1/4X3 1/2 PH				2	$1.00	$2.00
4/29/2009 7:11:30 AM	12	Chicago	Shop	10478	Dave Berns	61309	BIT #2 1/4X3 1/2 PH				2	$1.00	$2.00
4/29/2009 6:13:54 AM	29	Chicago	Shop	10231	Gary Woodsmall	1008671	BearKat Grey Lens				1	$1.00	$1.00
4/29/2009 6:05:24 AM	10	Chicago	Shop	11201	Christopher Repplinger	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/29/2009 6:04:13 AM	11	Chicago	Shop	11213	Robert Novak	0204774	DuraTip SaftyBld (5)				1	$1.00	$1.00
4/28/2009 5:58:44 AM	29	Chicago	Shop	11213	Robert Novak	1008671	BearKat Grey Lens				1	$1.00	$1.00
4/28/2009 5:05:53 AM	10	Chicago	Shop	11099	Jose Marroquin	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/28/2009 5:05:40 AM	29	Chicago	Shop	11099	Jose Marroquin	1008671	BearKat Grey Lens				1	$1.00	$1.00
4/27/2009 6:18:23 AM	10	Chicago	Shop	11262	Jose Hernan Sorto	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/27/2009 6:17:56 AM	41	Chicago	Shop	11238	Dennis Rodas	02472164905	8OZ.CHALKREFILL FLUR				1	$1.00	$1.00
4/27/2009 6:17:46 AM	10	Chicago	Shop	11238	Dennis Rodas	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/27/2009 6:17:37 AM	10	Chicago	Shop	11238	Dennis Rodas	0205316	Hook Blade 5/PK				1	$1.00	$1.00
4/27/2009 6:17:28 AM	66	Chicago	Shop	11238	Dennis Rodas	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/27/2009 6:17:17 AM	29	Chicago	Shop	11238	Dennis Rodas	1008671	BearKat Grey Lens				1	$1.00	$1.00
4/27/2009 6:17:10 AM	27	Chicago	Shop	11238	Dennis Rodas	0202913	Prem Pigskin Glv				1	$1.00	$1.00
4/27/2009 6:15:37 AM	27	Chicago	Shop	11262	Jose Hernan Sorto	0202913	Prem Pigskin Glv				1	$1.00	$1.00
4/27/2009 5:54:50 AM	66	Chicago	Shop	11213	Robert Novak	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/24/2009 6:00:54 AM	16	Chicago	Shop	11196	Arturo Javier	61011	MNS 3/8" 1/4X2 9/16				3	$1.00	$3.00
4/24/2009 6:00:44 AM	15	Chicago	Shop	11196	Arturo Javier	61010	MNS 5/16" 1/4X2 9/16				3	$1.00	$3.00
4/24/2009 6:00:37 AM	15	Chicago	Shop	11196	Arturo Javier	61010	MNS 5/16" 1/4X2 9/16				3	$1.00	$3.00
4/24/2009 5:55:46 AM	27	Chicago	Shop	11213	Robert Novak	0202913	Prem Pigskin Glv				1	$1.00	$1.00
4/24/2009 5:52:20 AM	14	Chicago	Shop	11270	Jerry Houston	61009	MNS 1/4 1/4X2 9/16				3	$1.00	$3.00
4/24/2009 5:52:14 AM	13	Chicago	Shop	11270	Jerry Houston	61310	BIT #3 1/4X3 1/2 PH				2	$1.00	$2.00
4/24/2009 5:52:04 AM	12	Chicago	Shop	11270	Jerry Houston	61309	BIT #2 1/4X3 1/2 PH				2	$1.00	$2.00
4/24/2009 5:51:55 AM	68	Chicago	Shop	11270	Jerry Houston	0713649	2" Silicone Seam Roller				1	$1.00	$1.00
4/23/2009 6:42:24 AM	29	Chicago	Shop	11160	Jose Arguellez	1008671	BearKat Grey Lens				1	$1.00	$1.00
4/23/2009 6:42:02 AM	68	Chicago	Shop	11160	Jose Arguellez	0713649	2" Silicone Seam Roller				1	$1.00	$1.00
4/23/2009 6:31:09 AM	66	Chicago	Shop	11196	Arturo Javier	1008677	BearKat I/O Clr Mirr				1	$1.00	$1.00
4/23/2009 6:08:58 AM	64	Chicago	Shop	11030	Dale Miller	0203714	QUICKBLADE,RETR/CRD				1	$1.00	$1.00
4/23/2009 6:08:01 AM	27	Chicago	Shop	11030	Dale Miller	0202913	Prem Pigskin Glv				1	$1.00	$1.00



4/23/2009 6:07:02 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:06:56 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:06:50 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:06:45 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:06:38 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:06:29 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/23/2009 6:05:22 AM	27	Chicago	Shop	11201	Christopher Repplinger	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/23/2009 5:59:56 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/23/2009 5:59:27 AM	27	Chicago	Shop	10638	Bruce Matter	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/23/2009 5:36:02 AM	10	Chicago	Shop	11270	Jerry Houston	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/23/2009 5:35:55 AM	41	Chicago	Shop	11270	Jerry Houston	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/23/2009 5:35:31 AM	17	Chicago	Shop	11270	Jerry Houston	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/23/2009 5:35:22 AM	16	Chicago	Shop	11270	Jerry Houston	61011	MNS 3/8" 1/4X2 9/16	3	$1.00	$3.00
4/23/2009 5:35:15 AM	15	Chicago	Shop	11270	Jerry Houston	61010	MNS 5/16" 1/4X2 9/16	3	$1.00	$3.00
4/23/2009 5:35:09 AM	14	Chicago	Shop	11270	Jerry Houston	61009	MNS 1/4 1/4X2 9/16	3	$1.00	$3.00
4/23/2009 5:34:58 AM	10	Chicago	Shop	11270	Jerry Houston	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/22/2009 6:39:14 AM	66	Chicago	Shop	11006	Erik Sanchez	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/22/2009 6:09:06 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 6:08:54 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 6:01:24 AM	29	Chicago	Shop	11213	Robert Novak	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/22/2009 6:01:12 AM	29	Chicago	Shop	11213	Robert Novak	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/22/2009 5:58:34 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 5:58:22 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 5:57:11 AM	14	Chicago	Shop	11213	Robert Novak	61009	MNS 1/4 1/4X2 9/16	3	$1.00	$3.00
4/22/2009 5:56:56 AM	12	Chicago	Shop	11213	Robert Novak	61309	BIT #2 1/4X3 1/2 PH	2	$1.00	$2.00
4/22/2009 5:56:44 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 5:56:36 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 5:56:20 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/22/2009 5:56:07 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/21/2009 12:13:00 PM	41	Chicago	Shop	11201	Christopher Repplinger	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/21/2009 12:12:51 PM	41	Chicago	Shop	11201	Christopher Repplinger	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/21/2009 8:36:22 AM	29	Chicago	Shop	10885	Chad Wolinski	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/21/2009 6:32:02 AM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/21/2009 6:31:54 AM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/21/2009 6:29:07 AM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/21/2009 6:28:57 AM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/21/2009 6:08:44 AM	57	Chicago	Shop	11097	Herson Trujillo	57277	LENOX 110R	5	$1.00	$5.00
4/21/2009 6:06:59 AM	67	Chicago	Shop	10231	Gary Woodsmall	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/20/2009 1:34:33 PM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/20/2009 1:34:27 PM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/20/2009 8:42:27 AM	39	Chicago	Shop	10710	Michael Lents	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/20/2009 8:41:27 AM	11	Chicago	Shop	10710	Michael Lents	0204774	DuraTip SaftyBld (5)	1	$1.00	$1.00
4/20/2009 8:40:58 AM	10	Chicago	Shop	10710	Michael Lents	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 8:40:32 AM	13	Chicago	Shop	10710	Michael Lents	61310	BIT #3 1/4X3 1/2 PH	2	$1.00	$2.00
4/20/2009 6:46:47 AM	31	Chicago	Shop	11006	Erik Sanchez	57244	LENOX 614R	5	$1.00	$5.00
4/20/2009 6:46:40 AM	31	Chicago	Shop	11006	Erik Sanchez	57244	LENOX 614R	5	$1.00	$5.00
4/20/2009 6:46:31 AM	66	Chicago	Shop	11006	Erik Sanchez	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/20/2009 6:46:25 AM	29	Chicago	Shop	11006	Erik Sanchez	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/20/2009 6:46:16 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 6:46:08 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 6:46:00 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 6:45:51 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 6:34:58 AM	10	Chicago	Shop	11066	Leonardo Corona	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 6:34:49 AM	29	Chicago	Shop	11066	Leonardo Corona	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/20/2009 6:34:34 AM	29	Chicago	Shop	11066	Leonardo Corona	1008671	BearKat Grey Lens	1	$1.00	$1.00



4/20/2009 6:22:40 AM	67	Chicago	Shop	11215	Irving Cartagena	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/20/2009 6:22:33 AM	37	Chicago	Shop	11215	Irving Cartagena	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/20/2009 6:12:51 AM	29	Chicago	Shop	11030	Dale Miller	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/20/2009 6:00:30 AM	10	Chicago	Shop	11270	Jerry Houston	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 5:56:55 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/20/2009 5:53:55 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/20/2009 5:53:30 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/20/2009 4:58:44 AM	37	Chicago	Shop	11262	Jose Hernan Sorto	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/20/2009 4:58:29 AM	10	Chicago	Shop	11262	Jose Hernan Sorto	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 4:58:10 AM	10	Chicago	Shop	11262	Jose Hernan Sorto	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/20/2009 4:57:54 AM	15	Chicago	Shop	11262	Jose Hernan Sorto	61010	MNS 5/16" 1/4X2 9/16	3	$1.00	$3.00
4/20/2009 4:57:42 AM	10	Chicago	Shop	11262	Jose Hernan Sorto	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/19/2009 2:25:25 PM	52	Chicago	Shop	11078	Joshua Miller	57265	LENOX 156R	5	$1.00	$5.00
4/19/2009 2:25:16 PM	57	Chicago	Shop	11078	Joshua Miller	57277	LENOX 110R	5	$1.00	$5.00
4/19/2009 2:25:00 PM	33	Chicago	Shop	11078	Joshua Miller	57264	LENOX 656R	5	$1.00	$5.00
4/19/2009 2:24:52 PM	31	Chicago	Shop	11078	Joshua Miller	57244	LENOX 614R	5	$1.00	$5.00
4/19/2009 2:24:42 PM	15	Chicago	Shop	11078	Joshua Miller	61010	MNS 5/16" 1/4X2 9/16	3	$1.00	$3.00
4/19/2009 2:24:35 PM	15	Chicago	Shop	11078	Joshua Miller	61010	MNS 5/16" 1/4X2 9/16	3	$1.00	$3.00
4/19/2009 2:24:26 PM	13	Chicago	Shop	11078	Joshua Miller	61310	BIT #3 1/4X3 1/2 PH	2	$1.00	$2.00
4/19/2009 2:24:19 PM	13	Chicago	Shop	11078	Joshua Miller	61310	BIT #3 1/4X3 1/2 PH	2	$1.00	$2.00
4/19/2009 2:24:11 PM	12	Chicago	Shop	11078	Joshua Miller	61309	BIT #2 1/4X3 1/2 PH	2	$1.00	$2.00
4/19/2009 2:24:00 PM	12	Chicago	Shop	11078	Joshua Miller	61309	BIT #2 1/4X3 1/2 PH	2	$1.00	$2.00
4/17/2009 12:57:14 PM	10	Chicago	Shop	11263	Andrew Green	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/17/2009 12:56:18 PM	68	Chicago	Shop	11263	Andrew Green	0713649	2" Silicone Seam Roller	1	$1.00	$1.00
4/17/2009 9:15:49 AM	10	Chicago	Shop	10244	Timothy Boyles	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/17/2009 9:15:18 AM	11	Chicago	Shop	10244	Timothy Boyles	0204774	DuraTip SaftyBld (5)	1	$1.00	$1.00
4/17/2009 7:00:57 AM	67	Chicago	Shop	11198	Nicolas Gray	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/17/2009 7:00:11 AM	27	Chicago	Shop	10231	Gary Woodsmall	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/17/2009 7:00:02 AM	27	Chicago	Shop	10231	Gary Woodsmall	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/17/2009 6:59:54 AM	31	Chicago	Shop	10231	Gary Woodsmall	57244	LENOX 614R	5	$1.00	$5.00
4/17/2009 6:59:47 AM	31	Chicago	Shop	10231	Gary Woodsmall	57244	LENOX 614R	5	$1.00	$5.00
4/17/2009 6:59:39 AM	57	Chicago	Shop	10231	Gary Woodsmall	57277	LENOX 110R	5	$1.00	$5.00
4/17/2009 6:59:31 AM	57	Chicago	Shop	10231	Gary Woodsmall	57277	LENOX 110R	5	$1.00	$5.00
4/16/2009 9:13:29 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/16/2009 9:13:23 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/16/2009 5:09:10 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/16/2009 4:52:21 AM	15	Chicago	Shop	11030	Dale Miller	61010	MNS 5/16" 1/4X2 9/16	3	$1.00	$3.00
4/16/2009 4:52:14 AM	31	Chicago	Shop	11030	Dale Miller	57244	LENOX 614R	5	$1.00	$5.00
4/16/2009 4:52:07 AM	31	Chicago	Shop	11030	Dale Miller	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 9:34:14 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 9:34:07 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 9:33:58 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 9:33:50 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 9:33:43 AM	31	Chicago	Shop	10885	Chad Wolinski	57244	LENOX 614R	5	$1.00	$5.00
4/15/2009 6:35:54 AM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/15/2009 6:32:12 AM	18	Chicago	Shop	11250	Rogelio Castro	0200656	RED #500 LUMBER CRAY	2	$1.00	$2.00
4/15/2009 6:31:59 AM	18	Chicago	Shop	11250	Rogelio Castro	0200656	RED #500 LUMBER CRAY	2	$1.00	$2.00
4/15/2009 6:05:42 AM	25	Chicago	Shop	11088	Erik Morris	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/15/2009 6:05:35 AM	25	Chicago	Shop	11088	Erik Morris	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/15/2009 6:05:26 AM	44	Chicago	Shop	11088	Erik Morris	02472164901	8OZ.CHALKREFILL BLUE	1	$1.00	$1.00
4/15/2009 6:04:51 AM	27	Chicago	Shop	11271	Robert Fagan	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/15/2009 6:03:53 AM	66	Chicago	Shop	10616	Alfonso Hernandez	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/15/2009 5:56:20 AM	66	Chicago	Shop	11213	Robert Novak	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/14/2009 6:46:34 AM	66	Chicago	Shop	11078	Joshua Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/14/2009 6:43:32 AM	67	Chicago	Shop	10478	Dave Berns	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00



4/14/2009 6:43:25 AM	67	Chicago	Shop	10478	Dave Berns	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/14/2009 6:43:08 AM	60	Chicago	Shop	10478	Dave Berns	0227157	AA Batteries	1	$1.00	$1.00
4/14/2009 6:43:00 AM	60	Chicago	Shop	10478	Dave Berns	0227157	AA Batteries	1	$1.00	$1.00
4/14/2009 6:36:29 AM	37	Chicago	Shop	11088	Erik Morris	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/14/2009 6:36:21 AM	37	Chicago	Shop	11088	Erik Morris	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/14/2009 6:14:55 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/14/2009 6:14:49 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/14/2009 6:07:36 AM	67	Chicago	Shop	11105	Jason Greiner	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/14/2009 5:56:13 AM	10	Chicago	Shop	10991	Danny Loupee	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/14/2009 5:56:04 AM	10	Chicago	Shop	10991	Danny Loupee	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/13/2009 10:47:47 AM	67	Chicago	Shop	10231	Gary Woodsmall	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 10:47:38 AM	67	Chicago	Shop	10231	Gary Woodsmall	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 10:47:28 AM	67	Chicago	Shop	10231	Gary Woodsmall	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 6:42:26 AM	12	Chicago	Shop	11076	Mario Hernandez	61309	BIT #2 1/4X3 1/2 PH	2	$1.00	$2.00
4/13/2009 6:42:12 AM	67	Chicago	Shop	11076	Mario Hernandez	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 6:42:02 AM	67	Chicago	Shop	11076	Mario Hernandez	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 6:37:23 AM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 6:37:14 AM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/13/2009 6:22:48 AM	67	Chicago	Shop	11268	Jose Ramos	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/10/2009 2:03:17 PM	41	Chicago	Shop	11085	Dustin Kirkeby	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/10/2009 2:03:07 PM	68	Chicago	Shop	11085	Dustin Kirkeby	0713649	2" Silicone Seam Roller	1	$1.00	$1.00
4/10/2009 7:26:34 AM	47	Chicago	Shop	10885	Chad Wolinski	11562-00080	10 1/4 HVYDTY SHEARS	1	$1.00	$1.00
4/10/2009 6:37:48 AM	29	Chicago	Shop	10231	Gary Woodsmall	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/10/2009 6:37:38 AM	31	Chicago	Shop	10231	Gary Woodsmall	57244	LENOX 614R	5	$1.00	$5.00
4/10/2009 6:33:42 AM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/10/2009 6:33:36 AM	60	Chicago	Shop	10628	Paul Williams	0227157	AA Batteries	1	$1.00	$1.00
4/10/2009 6:33:29 AM	60	Chicago	Shop	10628	Paul Williams	0227157	AA Batteries	1	$1.00	$1.00
4/10/2009 6:24:04 AM	66	Chicago	Shop	10478	Dave Berns	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/10/2009 6:23:57 AM	66	Chicago	Shop	10478	Dave Berns	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/10/2009 6:23:47 AM	37	Chicago	Shop	10478	Dave Berns	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/10/2009 6:02:31 AM	17	Chicago	Shop	11213	Robert Novak	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/10/2009 6:02:22 AM	57	Chicago	Shop	11213	Robert Novak	57277	LENOX 110R	5	$1.00	$5.00
4/10/2009 6:02:13 AM	57	Chicago	Shop	11213	Robert Novak	57277	LENOX 110R	5	$1.00	$5.00
4/10/2009 6:02:01 AM	31	Chicago	Shop	11213	Robert Novak	57244	LENOX 614R	5	$1.00	$5.00
4/10/2009 6:01:28 AM	31	Chicago	Shop	11213	Robert Novak	57244	LENOX 614R	5	$1.00	$5.00
4/10/2009 6:00:22 AM	10	Chicago	Shop	11213	Robert Novak	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/10/2009 5:59:53 AM	11	Chicago	Shop	11213	Robert Novak	0204774	DuraTip SaftyBld (5)	1	$1.00	$1.00
4/10/2009 5:59:30 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/10/2009 5:59:03 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/10/2009 5:52:23 AM	66	Chicago	Shop	11197	Filiberto Javier	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/9/2009 3:01:25 PM	60	Chicago	Shop	11083	Eric Sholl	0227157	AA Batteries	1	$1.00	$1.00
4/9/2009 3:01:17 PM	60	Chicago	Shop	11083	Eric Sholl	0227157	AA Batteries	1	$1.00	$1.00
4/9/2009 6:20:28 AM	67	Chicago	Shop	11198	Nicolas Gray	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/9/2009 5:06:23 AM	66	Chicago	Shop	10616	Alfonso Hernandez	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/9/2009 5:04:44 AM	67	Chicago	Shop	11271	Robert Fagan	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/9/2009 5:03:48 AM	66	Chicago	Shop	11271	Robert Fagan	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/8/2009 2:33:07 PM	29	Chicago	Shop	10885	Chad Wolinski	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/8/2009 8:57:41 AM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/8/2009 8:57:34 AM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/8/2009 8:57:25 AM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/8/2009 8:57:16 AM	25	Chicago	Shop	10885	Chad Wolinski	54270	SDS+ 1/4" x 4" OAL	1	$1.00	$1.00
4/8/2009 5:35:02 AM	41	Chicago	Shop	10991	Danny Loupee	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/8/2009 5:34:55 AM	44	Chicago	Shop	10991	Danny Loupee	02472164901	8OZ.CHALKREFILL BLUE	1	$1.00	$1.00
4/8/2009 5:34:30 AM	10	Chicago	Shop	10991	Danny Loupee	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/8/2009 5:34:23 AM	18	Chicago	Shop	10991	Danny Loupee	0200656	RED #500 LUMBER CRAY	2	$1.00	$2.00



4/8/2009 5:34:13 AM	29	Chicago	Shop	10991	Danny Loupee	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/7/2009 3:14:30 PM	39	Chicago	Shop	11088	Erik Morris	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/7/2009 3:14:24 PM	39	Chicago	Shop	11088	Erik Morris	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/7/2009 3:14:16 PM	39	Chicago	Shop	11088	Erik Morris	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/7/2009 7:31:14 AM	67	Chicago	Shop	10231	Gary Woodsmall	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/7/2009 6:43:45 AM	67	Chicago	Shop	10657	Eric Bitz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/7/2009 6:43:38 AM	67	Chicago	Shop	10657	Eric Bitz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/7/2009 6:43:32 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/7/2009 6:43:25 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/7/2009 6:43:19 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/7/2009 6:43:13 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/7/2009 6:30:42 AM	27	Chicago	Shop	11234	Colten Fors	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/7/2009 6:24:32 AM	67	Chicago	Shop	11107	Luis Hernandez	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/7/2009 6:24:25 AM	67	Chicago	Shop	11107	Luis Hernandez	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/7/2009 6:22:59 AM	10	Chicago	Shop	11113	Kane Omundson	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/7/2009 6:22:50 AM	10	Chicago	Shop	11113	Kane Omundson	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/7/2009 6:22:41 AM	10	Chicago	Shop	11113	Kane Omundson	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/7/2009 6:22:32 AM	10	Chicago	Shop	11113	Kane Omundson	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/7/2009 5:55:29 AM	10	Chicago	Shop	11066	Leonardo Corona	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/6/2009 4:34:15 PM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 4:34:04 PM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 4:33:00 PM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 4:32:52 PM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 7:23:37 AM	37	Chicago	Shop	10885	Chad Wolinski	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/6/2009 7:23:30 AM	37	Chicago	Shop	10885	Chad Wolinski	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/6/2009 7:23:00 AM	37	Chicago	Shop	10885	Chad Wolinski	1010020	8230Z L/XLOrnge Vest	1	$1.00	$1.00
4/6/2009 6:48:46 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:48:40 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:48:33 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:48:27 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:42:25 AM	27	Chicago	Shop	11234	Colten Fors	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/6/2009 6:24:00 AM	60	Chicago	Shop	11083	Eric Sholl	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:23:50 AM	60	Chicago	Shop	11083	Eric Sholl	0227157	AA Batteries	1	$1.00	$1.00
4/6/2009 6:21:37 AM	67	Chicago	Shop	11254	Carlos Zuniga	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 6:20:15 AM	29	Chicago	Shop	11201	Christopher Repplinger	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/6/2009 6:20:06 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 6:19:51 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 6:18:26 AM	67	Chicago	Shop	11014	Mario Santos	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:22:27 AM	27	Chicago	Shop	11238	Dennis Rodas	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/6/2009 5:21:28 AM	67	Chicago	Shop	11095	Eduardo Diaz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:21:18 AM	67	Chicago	Shop	11095	Eduardo Diaz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:21:11 AM	27	Chicago	Shop	11095	Eduardo Diaz	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/6/2009 5:20:06 AM	67	Chicago	Shop	11262	Jose Hernan Sorto	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:19:40 AM	67	Chicago	Shop	11262	Jose Hernan Sorto	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:18:49 AM	27	Chicago	Shop	11262	Jose Hernan Sorto	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/6/2009 5:18:13 AM	67	Chicago	Shop	11105	Jason Greiner	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/6/2009 5:17:56 AM	29	Chicago	Shop	11105	Jason Greiner	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/6/2009 5:16:29 AM	39	Chicago	Shop	11211	Jose Reyes	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/4/2009 6:44:48 AM	57	Chicago	Shop	11006	Erik Sanchez	57277	LENOX 110R	5	$1.00	$5.00
4/4/2009 6:44:38 AM	31	Chicago	Shop	11006	Erik Sanchez	57244	LENOX 614R	5	$1.00	$5.00
4/4/2009 6:44:21 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/4/2009 6:44:13 AM	10	Chicago	Shop	11006	Erik Sanchez	0205316	Hook Blade 5/PK	1	$1.00	$1.00
4/3/2009 10:57:25 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 10:57:19 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 10:57:10 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00



4/3/2009 10:57:02 AM	66	Chicago	Shop	11030	Dale Miller	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 10:55:48 AM	66	Chicago	Shop	11271	Robert Fagan	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 10:55:14 AM	66	Chicago	Shop	11271	Robert Fagan	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 10:54:32 AM	31	Chicago	Shop	11030	Dale Miller	57244	LENOX 614R	5	$1.00	$5.00
4/3/2009 10:54:25 AM	31	Chicago	Shop	11030	Dale Miller	57244	LENOX 614R	5	$1.00	$5.00
4/3/2009 10:54:11 AM	33	Chicago	Shop	11030	Dale Miller	57264	LENOX 656R	5	$1.00	$5.00
4/3/2009 10:54:03 AM	33	Chicago	Shop	11030	Dale Miller	57264	LENOX 656R	5	$1.00	$5.00
4/3/2009 6:39:20 AM	41	Chicago	Shop	11006	Erik Sanchez	02472164905	8OZ.CHALKREFILL FLUR	1	$1.00	$1.00
4/3/2009 6:38:21 AM	17	Chicago	Shop	11006	Erik Sanchez	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/3/2009 6:38:00 AM	29	Chicago	Shop	11006	Erik Sanchez	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/3/2009 6:25:32 AM	17	Chicago	Shop	11215	Irving Cartagena	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/3/2009 6:25:12 AM	17	Chicago	Shop	11215	Irving Cartagena	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/3/2009 6:14:14 AM	66	Chicago	Shop	11085	Dustin Kirkeby	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 6:11:46 AM	27	Chicago	Shop	10919	Lawrence Noble	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/3/2009 6:11:37 AM	39	Chicago	Shop	10919	Lawrence Noble	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/3/2009 6:11:30 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/3/2009 6:11:23 AM	60	Chicago	Shop	10919	Lawrence Noble	0227157	AA Batteries	1	$1.00	$1.00
4/3/2009 6:09:00 AM	66	Chicago	Shop	11271	Robert Fagan	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/3/2009 6:08:10 AM	29	Chicago	Shop	11213	Robert Novak	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/3/2009 6:07:30 AM	29	Chicago	Shop	11213	Robert Novak	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/3/2009 6:04:10 AM	62	Chicago	Shop	11201	Christopher Repplinger	0254454	25' BlkStn TapeMeas	1	$1.00	$1.00
4/3/2009 5:46:33 AM	27	Chicago	Shop	10231	Gary Woodsmall	0202913	Prem Pigskin Glv	1	$1.00	$1.00
4/2/2009 6:54:29 AM	67	Chicago	Shop	11113	Kane Omundson	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/2/2009 6:36:52 AM	67	Chicago	Shop	10657	Eric Bitz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/2/2009 6:36:42 AM	67	Chicago	Shop	10657	Eric Bitz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/2/2009 6:26:29 AM	60	Chicago	Shop	11088	Erik Morris	0227157	AA Batteries	1	$1.00	$1.00
4/2/2009 6:26:22 AM	60	Chicago	Shop	11088	Erik Morris	0227157	AA Batteries	1	$1.00	$1.00
4/2/2009 6:08:14 AM	29	Chicago	Shop	11215	Irving Cartagena	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/2/2009 6:07:01 AM	60	Chicago	Shop	11088	Erik Morris	0227157	AA Batteries	1	$1.00	$1.00
4/2/2009 6:06:45 AM	60	Chicago	Shop	11088	Erik Morris	0227157	AA Batteries	1	$1.00	$1.00
4/2/2009 6:05:17 AM	67	Chicago	Shop	11215	Irving Cartagena	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/2/2009 6:04:02 AM	29	Chicago	Shop	11215	Irving Cartagena	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/2/2009 5:57:09 AM	64	Chicago	Shop	11213	Robert Novak	0203714	QUICKBLADE,RETR/CRD	1	$1.00	$1.00
4/2/2009 5:56:11 AM	67	Chicago	Shop	11213	Robert Novak	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 4:33:12 PM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 4:33:02 PM	67	Chicago	Shop	10628	Paul Williams	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 4:32:27 PM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 4:32:18 PM	67	Chicago	Shop	11055	Roberto Flores	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 9:49:53 AM	66	Chicago	Shop	10478	Dave Berns	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/1/2009 9:49:44 AM	66	Chicago	Shop	10478	Dave Berns	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/1/2009 9:49:31 AM	29	Chicago	Shop	10478	Dave Berns	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/1/2009 7:16:38 AM	39	Chicago	Shop	11076	Mario Hernandez	53630	HSS D-E T140 #30	12	$1.00	$12.00
4/1/2009 7:16:08 AM	29	Chicago	Shop	11076	Mario Hernandez	1008671	BearKat Grey Lens	1	$1.00	$1.00
4/1/2009 6:44:19 AM	60	Chicago	Shop	10628	Paul Williams	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:44:12 AM	60	Chicago	Shop	10628	Paul Williams	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:14:53 AM	66	Chicago	Shop	10657	Eric Bitz	1008677	BearKat I/O Clr Mirr	1	$1.00	$1.00
4/1/2009 6:14:33 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:14:27 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:14:20 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:14:14 AM	60	Chicago	Shop	10657	Eric Bitz	0227157	AA Batteries	1	$1.00	$1.00
4/1/2009 6:08:59 AM	67	Chicago	Shop	11053	Jose Diaz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 6:08:50 AM	67	Chicago	Shop	11053	Jose Diaz	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 5:59:30 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 5:59:18 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00
4/1/2009 5:58:56 AM	67	Chicago	Shop	11201	Christopher Repplinger	495-1JJ1843	9OZ BROWN JERSEY	1	$1.00	$1.00



4/1/2009 5:57:48 AM	17	Chicago	Shop	10991	Danny Loupee	0200652	YELLOW #500 LUMBER	2	$1.00	$2.00
4/1/2009 5:57:41 AM	31	Chicago	Shop	10991	Danny Loupee	57244	LENOX 614R	5	$1.00	$5.00
4/1/2009 5:57:34 AM	57	Chicago	Shop	10991	Danny Loupee	57277	LENOX 110R	5	$1.00	$5.00

HTNJ0136 - Charlie's Bird Hunting Supply

Review Meeting

08/01/2008

Presented by

Steve Crews

SAMPLE

Purpose

The purpose of this review meeting is to provide a summary of cost savings measures provided by Fastenal. We would also like to discuss service levels, product usage reports, inventory analysis, performance expectations and accounting issues or concerns. It will also be our intention to analyze progress towards mutually agreed upon goals and discuss future opportunities in relation to adding value from expanded product lines and services.

Agenda

1) Review current service levels
2) Review current product usage utilizing Fastenal's Usage Reports
3) Spend analysis, including committed inventory, specific stocking levels and NCI
4) Review Fastenal Cost Savings Documentation
5) Review current account balance
6) Set goals and explore opportunities to grow our partnership

SAMPLE

Current Service Level

We currently provide onsite vendor managed inventory services in three locations in the plant. We service them twice a week on Tuesday and Thursday. We also deliver spot buy items daily and help with emergency needs.

Cost Savings - Usage Report

Date Range: 07/01/2008 to 07/31/2008

Customer: HTNJ0136 - Charlie's Bird Hunting Supply

Fastenal Part #	Customer Part #	Total Usage	Jul. 08
0266233		1	1
6" C-Clamp (Regular Tip)			
Frequency:		1	1
0281133		500	500
8616PG 1/2"Crown x 2"Leg 16Ga Glv SecI SheathingStaple			
Frequency:		1	1
0316266		1	1
1" Silver & Deming Style Drill Bit			
Frequency:		1	1
0321358		1	1
1/4 X 1/4 End Mill Flute Lgth: 3/4 OAL: 2-1/2 CFEM S2C			
Frequency:		1	1
0426583		3	3
1" Brass Nut Compression Fitting			
Frequency:		1	1
0445883		5	5
3/8"MNPT x 3/8"Tube Elbow Nickle Plated Brass P-T-C			
Frequency:		1	1
0500441		8	8
3-3/8"-1/2" Eye-Swivel Eye Bolt Snaps			
Frequency:		1	1
110120344		300	300
3/8-16 x 1" Grade 5 Zinc Plated Hex Cap Screw Packaged			
Frequency:		1	1
1125155		25	25
8-32 x 3/8" Cup Point Socket Set Screw			
Frequency:		1	1
12345		5	5
5/8-11 x 26 Grade 5 Plain Finish Hex Head Bolt			
Frequency:		1	1
13105		10	10
3/8"-16 x 1" Grade 5 Zinc Plated Hex Cap Screw			
Frequency:		1	1
19500		30	30
A325 T1 1 3/4 X 7 P			
Frequency:		1	1
50505		200	200
1/4" x 1 1/4" Nail-In Anchor Pin Bolt Drive 1/4" Drill Size			

SAMPLE

Fastenal Part #	Customer Part #	Total Usage	Jul. 08
Frequency:		1	1

SAMPLE

Cost Savings - Committed Inventory Levels

Customer Part #	Fastenal Part #	Description	Stocking Level	Price/C	Savings
Approved:					
	12005-00022	F/W USS 5/8 HDG DOM	190	$13.7500	$3.66

Total Savings: **$3.66**

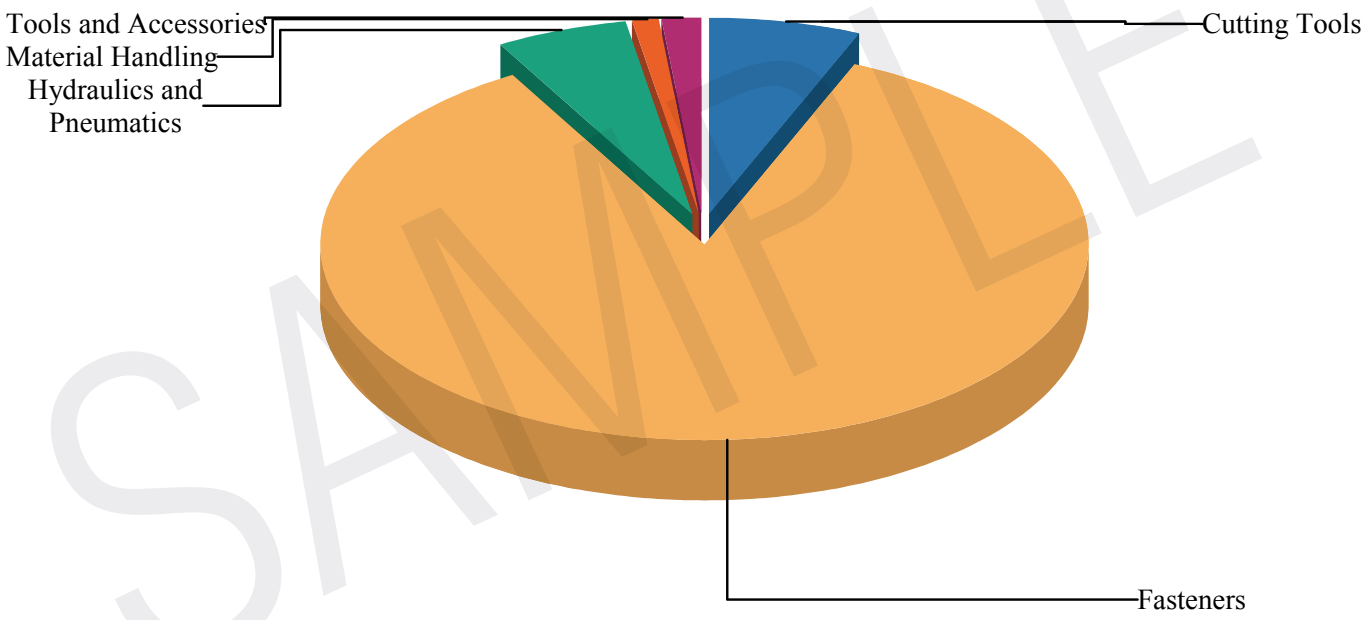
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Buyer's Name and Title: _____ Buyer's Signature: _____

Seller's Name and Title: _____ Seller's Signature: _____

Company Name: _____ Customer #: _____

Dated: _____ Dated: _____



Cutting Tools	6.5%
Fasteners	85.2%
Hydraulics and Pneumatics	5.6%
Material Handling	1.2%
Tools and Accessories	1.5%
Total:	100.0%

SAMPLE

Customer Cost Savings Documentation

Customer: HTNJ0136 Charlie's Bird Hunting Supply
Location: ONALASKA, WI 54650
Contact: Charlie - Site Manager

Direct Cost Savings								Savings	
Disbursement/Receiving Hours Saved:								$0.00	0.00%
Kitting (Special Pkging.) Hours Saved:								$0.00	0.00%
Inventory Management Hours Saved:								$0.00	0.00%
PO's Reduced by Blanket PO:			Cost/PO $75.00	X	# of POs Reduced 1	=		$75.00	27.85%
Product Price Reduction:								$0.00	0.00%
EDI vs. Paper Invoices:	Cost/Invoice $0.00	-	Cost/EDI $0.00	X	# of Invoices 3	=		$0.00	0.00%
Material Substitutions:								$0.00	0.00%
OEM Part Conversions:								$0.00	0.00%
Inventory Adjustments:								$28.94	10.75%
Facility Transfers:								$0.00	0.00%
Committed Branch Inventory:								$3.66	1.36%
Product Services:								$0.00	0.00%
Other Discounts:								$0.00	0.00%
Freight:	Current Month Sales $871.53	X	Freight as % of Sales 0.10	-	Actual Freight Charged $19.89	=		$62.81	23.33%

Indirect Cost Savings									
Plant Surveys:								$0.00	0.00%
Vendor Reduction:			Monthly Vendor Carrying Cost $0.00	X	# Vendors Reduced 0	=		$0.00	0.00%
Training Seminars:								$0.00	0.00%
Emergency Services:								$0.00	0.00%
Extra Value Services:								$0.00	0.00%
Other Services:								$98.88	36.72%

Fastenal Location: HAMMONTON, NJ 36560
Fastenal Contact: Becky - Outside Sales
Comments:

Savings as % of Sales: **30.90%**
Cost Savings Total: **$269.29**
Missed Opportunity: **$0.00**

SAMPLE

Date	Hour Type	Bin Location	Number of Hours	Rate/Hour	Savings
07/18/2008	CAD Storage Area Layouts	A0104	1.75	$44.50	$77.88
	Comment: *Prepared example CAD Layouts.*				
07/18/2008	Other	a0103	350.00	$0.06	$21.00
	Comment: *Created and printed labels for bin location A0103.*				

Total Savings: **$98.88**

Task Summary:

Hour Type	Total Entries	Total Hours	Total Savings
Other	1	350.00	$21.00
CAD Storage Area Layouts	1	1.75	$77.88

SAMPLE

Fastenal Signature: _____

Customer Signature: _____

Future Goals

Test Future Goal

Opportunities

Test Opportunities

Action Items

Test Action Items

SAMPLE

FASTENAL®

Green Services and Products

Recycling is more important than ever. It turns materials that would otherwise become waste into valuable resources. It saves money, creates jobs, eliminates waste in landfills, reduces harm to the environment, protects human health and saves energy.

Protect the Environment

Lamps, batteries, ballasts, electronics and computer equipment usually contain mercury, lead and other heavy metals, all of which are considered toxic and hazardous to human health and the environment. Each year, over 600 million fluorescent lamps are disposed of as solid waste, releasing some 30,000 pounds of mercury into the environment.





Adapting green policies and procedures will benefit your business and most importantly – the environment. Implementing a recycling program doesn't have to be difficult or expensive. Fastenal can help your facility meet LEED requirements and do the right thing when it comes to protecting our environment.

Visit fastenal.com or stop by one of our stores to see how easy recycling batteries, lamps, and ballasts can be.

Fluorescent Lamps and Ballasts

It is estimated that the cost to recycle a fluorescent lamp is less that 1% of the cost ownership of the lamp. By recycling, you limit your potential for future environmental liability.

FLUORESCENT LAMP & BALLAST CONTAINERS



Supply-043
Fastenal PN: 0716278
MEDIUM 4FT STRAIGHT LAMP RECYCLING KIT
This 8.5"x8.5"x48" UN tested and DOT approved recycling box holds 30 T12 / 60 T8 4FT straight lamps or 10 T12 / 20 T8 u-tube lamps.
Min Order: 10



Supply-044
Fastenal PN: 0716280
MEDIUM 8FT STRAIGHT LAMP RECYCLING KIT
This 8.5"x4.25"x96" UN tested and DOT approved recycling box holds 15 T12 / 30 T8 8FT straight lamps.
Min Order: 10



Supply-065
Fastenal PN: 0716279
LARGE 4FT STRAIGHT LAMP RECYCLING KIT
This 12"x12"x48" UN tested and DOT approved recycling box holds 68 T12 / 146 T8 4FT straight lamps or 22 T12 / 32 T8 u-tube lamps.
Min Order: 10



Supply-098
Fastenal PN: 0726335
SMALL 4FT STRAIGHT LAMP RECYCLING KIT
This 6"x6"x48" UN tested and DOT approved recycling box holds 15 T12 / 30 T8 4FT straight lamps.
Min Order: 10



Supply-126
Fastenal PN: 0721438
2FT MIXED LAMP RECYCLING KIT
This 16"x16"x24" UN tested and DOT approved recycling box holds up to 250 CFLs or 22 T12 / 32 T8 u-tube lamps.
Min Order: 10



Supply-144
Fastenal PN: 0746151
BULK LAMP RECYCLING KIT (Assembly Required)
This pallet sized recycling box holds 800 T12 / 1600 T8 4FT straight lamps or 312 T12 / 480 T8 u-tube lamp or 360 400 Watt HIDs.
Min Order: 1



Supply-191
Fastenal PN: 0746153
LARGE U-TUBE/HID RECYCLING KIT
This 21"x21"x24" UN tested and DOT approved recycling box holds 41 T12 / 75 T8 u-tube lamps or 60 400 Watt HIDs.
Min Order: 8



Supply-192
Fastenal PN: 0746154
MEDIUM CFL LAMP RECYCLING KIT
This 15"x15"x15" UN tested and DOT approved recycling box holds up to 150 spirals CFLs, 525 two pin CFLs, 265 four pin CFLs, 125 incandescent and misc. spots and floods.
Min Order: 10



Supply-040
Fastenal PN: 0716281
5 GAL BALLAST RECYCLING PAIL
This UN tested and DOT approved 5 gal recycling pail holds 66 lbs of TSCA-exempt PCB and Non-PCB lamp ballast
Min Order: 10



Supply-068
Fastenal PN: 0721441
5 GAL MIXED LAMPS RECYCLING KIT
This UN tested and DOT approved 5 gal recycling pail holds 45-90 CFLs or incandescent, or up to 66 lbs of mixed lamps.
Min Order: 10



Supply-190
Fastenal PN: 0746152
LARGE 8FT STRAIGHT LAMP RECYCLING KIT
This 8"x8"x96" UN tested and DOT approved recycling box holds 25 T12 / 56 T8 8FT straight lamps.
Min Order: 8

Price of recycling kits includes container, liner, instructions, prepaid return shipping, recycling and documentation.

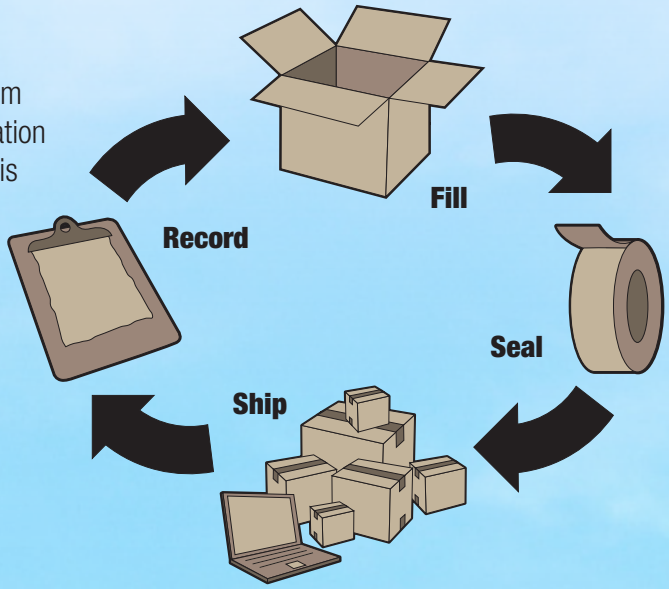
How it Works.

Much of today's lighting and electronic equipment contains hazardous materials such as mercury, lead or PCBs. Concerns over releases into the air and water are driving stricter disposal regulations.

RECYCLEPAK®
VEOLIA ENVIRONMENTAL SERVICES

Your company may be at risk if you are not recycling.

RECYCLEPAK® makes recycling easy. The prepaid recycling program ensures complete compliance while reducing the risk of contamination by storing hazardous materials at your facility. When the container is full, simply ship it out, it's prepaid!



RecyclePak® Benefits

Tracking and Documentation

- Prepaid return shipping with FedEx Ground
- 24/7 online certificates of recycling at **www.myrecylepak.com**
- Detailed data on recycling containers

Convenient

- National coverage
- Variety of container sizes designed to fit your business size
- Compliance documentation available 24/7 on the web
- Available automatic reorder
- On-time pickup with FedEx Ground

BATTERY CONTAINERS



Fastenal PN: 0716282
3.5 GAL DRY CELL BATTERY RECYCLING KIT
This UN tested and DOT approved 3.5 gal recycling pail holds 55 lbs of dry cell batteries.
Min Order: 10

Fastenal PN: 0726336
1 GAL DRY CELL BATTERY RECYCLING KIT
This UN tested and DOT approved 1 gal recycling pail holds 25 lbs of dry cell batteries.
Min Order: 8

Fastenal PN: 0726337
½ GAL DRY CELL BATTERY RECYCLING KIT
This UN tested and DOT approved ½ gal recycling pail holds 13 lbs of dry cell batteries.
Min Order: 8

All batteries must be protected against short circuit. See instructions for details. Price includes container, liner, instructions, prepaid return shipping, recycling and documentation.

call2recycle®



Through our partnership with the non-profit Rechargeable Battery Recycling Corporation, Fastenal can work with you to recycle "spent" rechargeable batteries so they don't end up in landfills.

It's easy. Just stop by your local Fastenal store and drop off your used batteries, or give them to your Fastenal representative during their next service call and have them recycle for you.

Thank you for helping to make this program a success!

BLUE Machines equal **GREEN** Solutions!



There are countless ways that Fastenal's Industrial Vending Solutions program is eliminating waste and redundancy while reducing the use of raw materials, energy consumption and greenhouse gas emissions. It's a lean, green solution from beginning to end. From reducing usage of toxic items to decreasing fuel used to transport parts and supplies, vending machines help make the planet a healthier place to live.

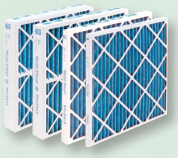
One dispense at a time.

Contact your local Fastenal store or visit fastenal.com to find out how the vending machines can help you go green, and save you time and money.

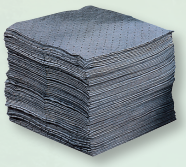
Learn about green products from Fastenal



Lighting



Air Filters



Sorbents



Cleaners



Hand Cleaners



Sweeping Compounds



Programmable Thermostats



Paint



Can Liners



Caulk

Look for These Icons When You Shop

Supplier Diversity - The product is supplied by a certified Woman-Owned or Minority-Owned business. For a full listing of our small and diverse business partners, contact suppliercert@fastenal.com.

Restricted Product - The product is unavailable in certain markets due to local restrictions. Call your local Fastenal store if you need assistance finding a substitute product that meets your needs.

Fastenal Green Product - Environmentally preferred products (certified or non-certified)

Certified Green Product - The symbols below indicate products that are certified or recognized by these industry-leading organizations:

Carpet and Rug Institute
www.carpet-rug.org

Greenguard Environmental Institute
www.greenguard.org

Sustainable Forestry Initiative
www.sfiprogram.org

Green Seal
www.greenseal.org

Designed for the Environment
www.epa.gov/dfe

Leadership in Energy & Environmental Design
www.usgbc.org

EcoLogo
www.ecologo.org

HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

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FASTENAL AUTOMATED SUPPLY TECHNOLOGY

CASE STUDY: CITY OF SACRAMENTO, DOT (TRAFFIC SIGNS AND MARKINGS)

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



"Previously, we simply had cases of batteries in closets, and they may disappear a case at a time. Now, there's none of that. Batteries are stocked in the machines, we don't run out, and we only pay for what we use through Fastenal."

-Tom Webber, Operations Manager, City of Sacramento Dept. of Transportation, Traffic Signs and Markings

Department Overview

Sacramento's Traffic Signs and Markings division is responsible for 100,000 traffic signs, markings for approximately 3,000 miles of roadways, and more than 5,000 parking meter posts.

Challenges

In an effort to maximize taxpayer dollars, Sacramento's city manager issued a mandate to improve inventory control in the city's departments. This required new ideas and processes for Traffic Signs and Markings, where product was simply stored in a shed and signed out by workers on an honor basis.

The Fastenal Vending Solution

A vending machine was set up to vend consumables like duct tape, ear plugs, sunscreen, batteries and safety gloves.

- To access product, a worker scans his or her proximity card and enters an ID code
- Restrictions are set based on employee allocation codes – workers can only access products needed for their jobs
- Fastenal receives automated orders, keeps the machine filled, and owns the inventory until it's vended
- Management reviews live usage and inventory data online and receives automated reports

Key Business Results (in the words of Operations GM Tom Webber)

- **Improved inventory control** – "We know exactly who made a transaction and when they made the purchase"
- **Reduced inventory** – "So now I don't have rows and rows of rows of different sizes that may or may not be used … Why tie capital up in that when you don't need to?"
- **Better productivity** – "This has added a lot of efficiency, especially when you think about the costs if we had a person behind a counter handing out items and trying to track inventory"

Based on the results of this pilot program, additional machines have been deployed at the City of Sacramento's Department of Utilities and Department of Recreation. The DOT's Urban Forest Services division is also slated for a machine installation.

FASTENAL®

Calculate your potential savings by clicking on the vending machine image at fastenal.com. Contact your local store to learn more.

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WSCA
Western States Contracting Alliance

Our 2,300+ stores are available for 24-hour emergency service when and if you need them. We are a one-stop source for the supplies you need to prepare for and deal with natural disasters. In the event of an emergency, Fastenal can work with your customers to provide needed supplies and services for the local communities we serve. We are where you are.

Earthquakes | Floods | Hurricanes | Oil Spills | Power Outages | Tornadoes | Volcanoes | Wildfires | Winter Storm

TOOLS AND EQUIPMENT

- Axes
- Chainsaws
- Drill/Drivers
- Ladders
- Extension Cords
- Fire Extinguishers
- Generators & Accessories
- Shovels
- Carts, Trucks, Hand Trucks
- Confined Space Equipment
- Hammers
- Padlocks
- Plasma Cutters
- Heaters
- Pry Bars
- Rope
- Two-Way Radios
- Sump Pumps
- Chains
- Spill Containment Products

ESSENTIAL GEAR

- Face Shields
- Hard Hats
- Gloves
- Hand Warmers
- Respirators and Accessories
- Eye Protection
- Coveralls
- Rain Gear
- Foot Protection
- Ear Plugs
- Thermal Undergarments
- Lanyards
- Fall Protection

ELECTRICAL

- Circuit Breakers
- Circuit Testers
- Multi-Meters
- Safety Switches
- Surge Protectors
- Voltage Detectors
- Fuses
- UPS Power Back-up

DETECTION AND LIGHTING

- Smoke and CO Alarms
- Emergency Lighting
- Leak Detectors
- Glow Sticks
- Head Lamps
- Flashlights
- Work Lights

SANITATION

- Cleaning Products
- Brooms
- Mops & Accessories
- Hand Sanitizers
- Wipers and Rags
- Storage Containers
- Carpet Dryers
- Fans
- Floor Squeegees
- Sorbents
- Wet/Dry Vacuums
- Dehumidifers

ESSENTIAL ACCESSORIES

- Barrier Tape
- Barricades
- Hydration Products
- Cable Ties
- Coolers
- Duct Tape
- Electrical Tape
- First Aid Kits
- Insect Repellant
- Marking Paint
- Tarps
- Cargo Restraints
- Fasteners
- Batteries
- Buckets and Pails
- Safety Gas Cans



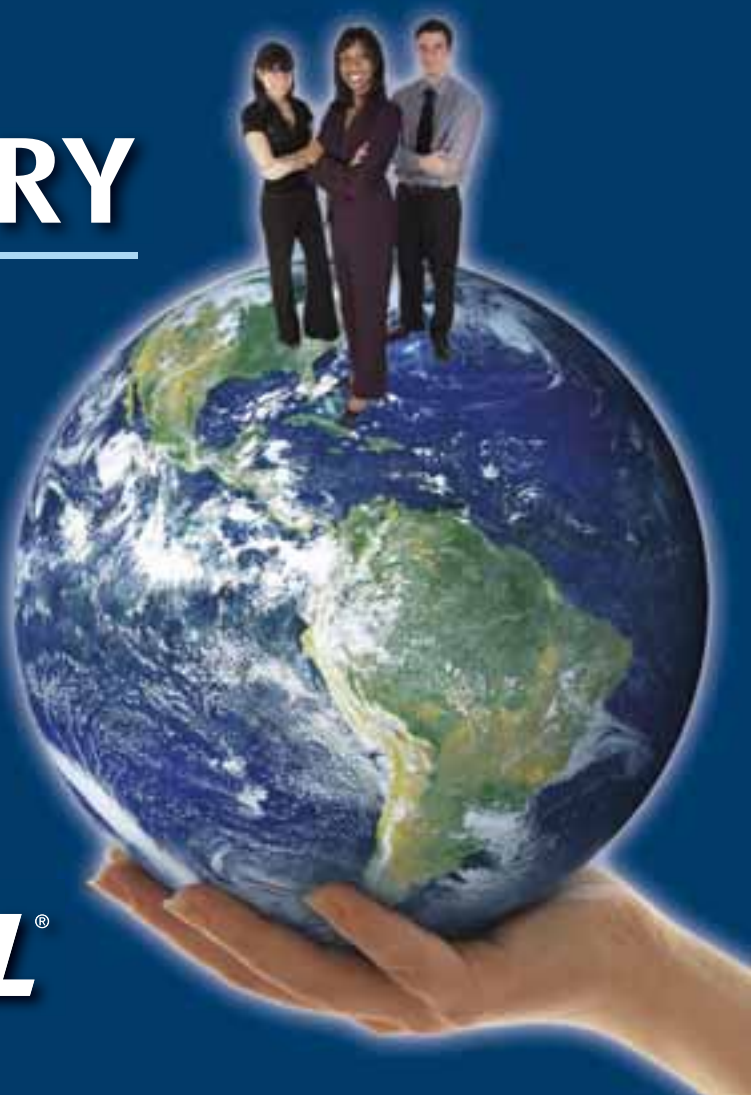




YOUR LOCAL SOURCE IN TIMES OF EMERGENCY

SUPPLY CHAIN DIVERSITY

VENDOR DIRECTORY



FASTENAL®

A MESSAGE FROM THE FASTENAL SUPPLIER DIVERSITY TEAM.

Fastenal's growth is driven by our commitment to customer service. That includes providing innovative solutions to our customers' challenges – an undertaking that today demands an ability to analyze and solve problems from various points of view.

Recognizing that our customers include defense contractors, large corporations, and government agencies, Fastenal is committed to not only promoting diversity within our company, but also across our entire supply chain. Our three-pronged Supply Chain Diversity program advocates supplier and vendor diversity while establishing strategic alliances with 1st tier diversity-owned channels of distribution for Fastenal's products and services.

This comprehensive approach to bridging suppliers, vendors and strategic partners creates mutually beneficial relationships that drive revenue growth while providing our customers with robust 1st and 2nd tier supplier diversity compliance.

This directory focuses on our 2nd tier program, providing a listing of our key small and diverse suppliers that can help you meet your diversity goals. Each business listed in this piece includes a Fastenal supplier number, a brief company overview, and information on their products and services. A full and up to date list of Fastenal's Supplier Diversity products is available on www.fastenal.com, where parts supplied by small and/or diverse businesses are flagged with the Fastenal Supply Chain Diversity icon.



WHO'S ELIGIBLE FOR THIS PROGRAM?

Small Business Enterprise

Woman-Owned Business

Minority-Owned Business

Veteran-Owned Business

Service-Disabled Veteran-Owned Business

Small Disadvantaged Business

HUBZone Business

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Visit fastenal.com for the entire offering or contact suppliercert@fastenal.com for more information.

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ACCURATE MANUFACTURED PRODUCTS

Small Business Enterprise
Vendor # 131708

Accurate Manufactured Products Group has been designing and manufacturing an ever expanding line of special fasteners, production aids, and measuring tool accessories since 1987. We are a STOCKING manufacturer, and keep a large inventory of all items shown on our site. All stock items are shipped within 24 hours of ordering. We are represented by local and national distributors throughout the USA and worldwide. Special items are one of our strengths. We can custom manufacture items to your specifications at very competitive prices. Quickly. Please keep us in mind for any special items you may need.

ADVANCE COMPONENTS

Woman-Owned Business
Vendor # 133626

Advance Components is a master stocking distributor of high-quality specialty fastener products. We take pride in fostering close relationships with our customers, and providing exceptional service at every step in the sales process. We at Advance help businesses in every industry succeed through our extensive in stock product line, competitive pricing, and our commitment to deliver satisfaction to the customer. You can count on us.

APM HEXSEAL CORP.

Small Business Enterprise
Vendor # 133019

Since 1947, APM HEXSEAL has specialized in the design and manufacture of molded elastomeric rubber seals for environmental protection of electrical controls for industrial, marine, medical, consumer, and military applications. Most seals, including self-sealing and self-locking fasteners, are UL- and CSA-recognized and designed to meet military specifications. Millions have been sold worldwide either direct or through stocking distributors. Our Custom Molding Department can design unique prototype solutions for dynamic seals.

AU-VE-CO PRODUCTS

Small Business Enterprise
Vendor # 130553

Founded in 1916, Auveco (Auto Vehicle Part Co.) started as a manufacturer of trim parts and accessories for horse drawn carriages. After three generations, Auveco is still family owned and now distributes the world's largest selection of specialty automotive and industrial fasteners. There is one thing that has not changed though. Our company goal remains the same as it was over 90 years ago: Complete Customer Satisfaction With our Products and Service.

COX INDUSTRIES

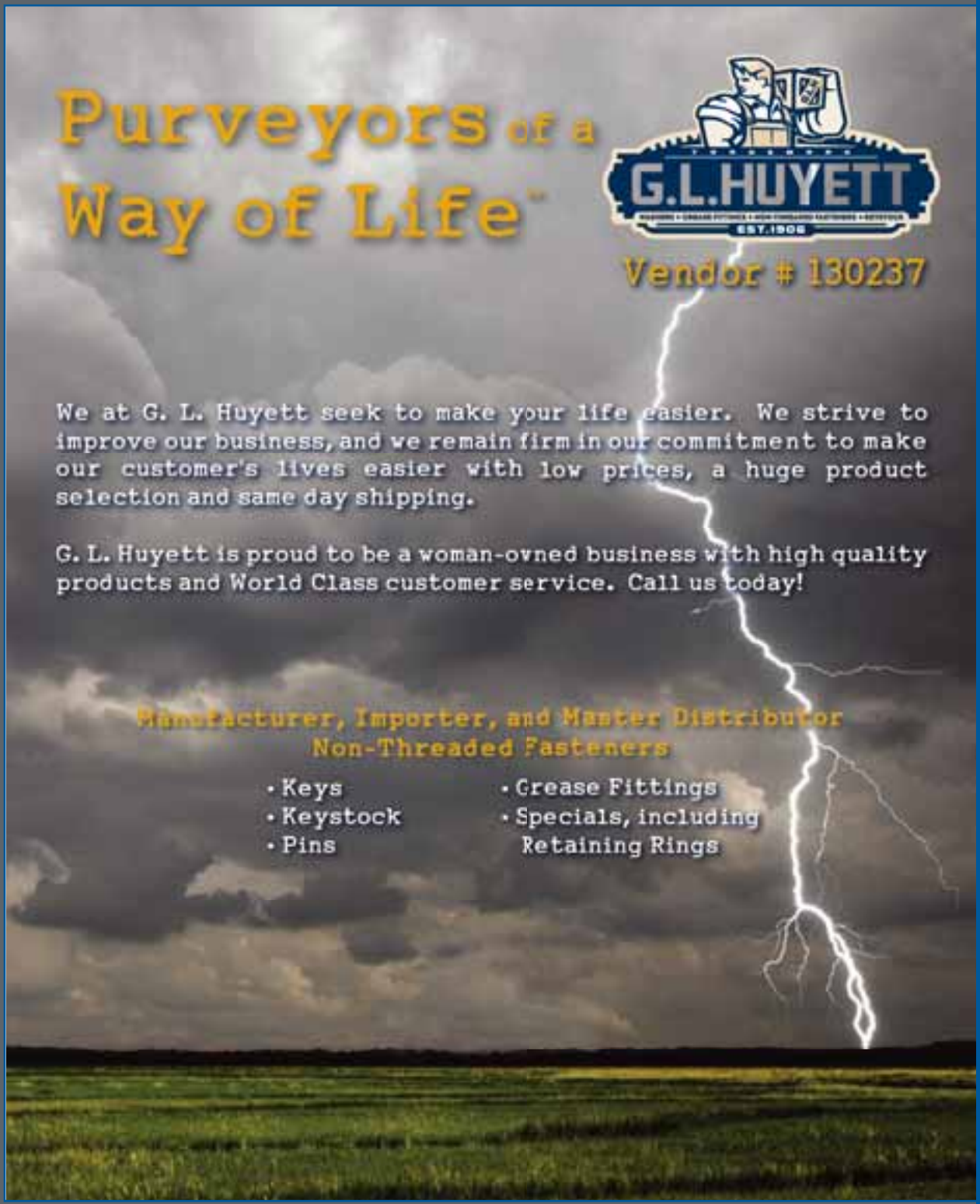
Woman-Owned Business
Vendor # 130692

Founded in 1972, Cox Industries is a full-line manufacturer of weld stud fasteners for a broad range of applications. Cox Industries manufactures weld studs in stainless steel, carbon steel and aluminum; and with the largest inventory of stainless concrete anchors and shear connectors in the world, we can manufacture specials in all lengths in seven to ten days. Cox Industries' products are in bridges, buildings and power plants all over the world. Our products are manufactured in the U.S.A. from steel melted and manufactured in the U.S.A.

ERICO/MICHIGAN HANGER

Small Business Enterprise
Vendor # 130317

In 1903, the Electric Railway Improvement Company (ERICO®) was created to supply power bonds, signal bonds and related welding equipment to railroads, mining and street railway industries. Today, ERICO® is a premier manufacturer of engineered products designed for diverse niche applications in the electrical, mechanical, commercial and industrial, rail and utility markets. Headquartered in Solon, Ohio, USA, ERICO has a sales network serving more than 25 countries, with manufacturing and distribution facilities worldwide.


Purveyors of a Way of Life™
G.L.HUYETT
EST.1906
Vendor # 130237
We at G. L. Huyett seek to make your life easier. We strive to improve our business, and we remain firm in our commitment to make our customer's lives easier with low prices, a huge product selection and same day shipping.
G. L. Huyett is proud to be a woman-ovned business with high quality products and World Class customer service. Call us today!
Manufacturer, Importer, and Master Distributor
Non-Threaded Fasteners
• Keys
• Keystock
• Pins
• Grease Fittings
• Specials, including Retaining Rings

HINDLEY MFG. CO. INC.

Small Business Enterprise
Vendor # 130226

The Hindley Manufacturing Company produces a wide range of specially designed wire forms and standard wire hardware parts to meet the specifications of exacting engineers as well as basic do-it-yourselfers. Our products can be found in diverse applications including the appliance, communications, electromechanical, medical, recreational and transportation industries.

INTERCORP

Minority-Owned Business
Vendor # 130247

At Intercorp, we manufacture and import high-end specialty fasteners in carbon and stainless steel. We supply and specialize in Self-Drilling Drywall Screws, Particle Board, Decking Screws, Woodworking Screws, and various special application fasteners. Our business revolves around premium quality, and we stand firmly behind every transaction we make. We offer competitive pricing, a huge inventory and great freight policies.

LORD & HODGE INC

Small Business Enterprise
Vendor # 134701

Lord & Hodge has provided commercial, industrial, government and do-it-yourself markets with grommets, snap fastener repair kits and Vacu-Vises™. Product uses and repairs include: Tents, Campers, Trailers, Tarpaulins, Sails, Awnings, Car and Boat Covers, Pool and Patio Covers, etc. As the largest U.S. supplier of grommet and snap fastener repair kits, we carry numerous sizes and finishes. We attribute our longevity and success to our customer service, product quality, and reliability. Many of the largest U.S and foreign hardware companies and chains use and sell our lines exclusively, a tribute to our fair pricing and value.

MICRO PLASTICS

Small Business Enterprise
Vendor # 130318

For more than forty years Micro Plastics, Inc. has been the world's premier choice for plastic fasteners. Our catalog contains more than 10,000 items, including screws, nuts, washers, spacers, bushings, panel fasteners, hole plugs, circuit board hardware, hose clamps, wire handling clips, cable ties, and more. Our plastic fasteners are molded in tough, corrosion-resistant Nylon 6/6 but are also available in a variety of other materials. With a wide array of capabilities, Micro Plastics, Inc. is poised to meet your every fastener need, offering custom molding, professional color-matching and custom packaging solutions. Explore our site or contact us today to find out why Micro Plastics, Inc. is the best choice world-wide for high quality plastic fasteners.

NORD-LOCK, INC.

Small Business Enterprise
Vendor # 130272

NORD-LOCK AB is committed to the manufacturing of a superior securing system designed for bolted joints. Our aim is to provide a secure and safe bolt locking system that is not affected by any kind of vibration or dynamic loads. The NORD-LOCK bolt securing system is comprised of special cam faced washers that are assembled as washer pairs. These unique washers have been manufactured by NORD-LOCK AB since 1982.



PEERLESS HARDWARE MFG.

Small Business Enterprise
Vendor # 130653

Peerless Hardware has established direct relationships with over 20 international and domestic foundries to provide our customers with the highest quality products and service. Offshore operations are supported by an engineering staff and our manufacturing team located in Columbia, Pennsylvania. An on-site engineering and technical staff, solely employed by Peerless Hardware, assists and directs the offshore foundries and factories in the proper methods to manufacture our products. Our step-by-step process will take your casting and machining requirements from the prototype stage to a finished product. Peerless Hardware is a family owned and operated business with over 52 years of casting experience.

ROTOR CLIP

Small Business Enterprise
Vendor # 130404

Rotor Clamp, Inc. produces a line of self-compensating hose clamps for low-pressure applications in single wire, double wire and constant tension band (CTB) configurations, including light band and narrow band clamps. These clamps expand and contract with the hose in response to temperature changes in the application. They cannot be over- or under-tightened, and are installed and removed easily using either manual or pneumatic tools. Certified to ISO/TS 16949:2002, Rotor Clamp produces the highest quality product and offers support to the marketplace before and after the sale by providing technical assistance, product training, and cost-reduction programs, along with competitive pricing and JIT delivery.

SCHNORR CORPORATION

Small Business Enterprise
Vendor # 131301

SCHNORR®, established in 1908, is an ISO/TS 16949:2002 certified manufacturer of conical spring washers (known as Belleville Springs, Disc Springs, Spring Washers, Safety Washers, or Load washers). The standard product range conforms to DIN 2093, DIN 6796 or Works-Norms. A large inventory of standard sizes is available for same-day shipment from our Ann Arbor, Michigan facility (CAGE Code 9M527). In addition, custom sizes from 0.120 to 40 inches in diameter and material thickness up to 3.00 inches are available from a variety of spring steels and other special materials. SCHNORR® Serrated Safety Washers are the world standard for fastening applications. SCHNORR® "K" series are intended for the special purpose of pre-loading ball bearings. The SCHNORR® Handbook for disc springs provides comprehensive information on design, materials and manufacture of disc springs. Please contact us for design and engineering assistance.

SCREW & SUPPLY

Woman-Owned Business
Vendor # 130455

Screw & Supply, Inc. has been in business for more than 40 years. We are a full-line fastener distributor. We stock a full range of screws (machine and sheet metal), nuts of all types , washers, pins, rivets, etc. We can manufacture "specials" to print quickly and most with low minimum orders. The Security Fastener Division has been supplying domestic tamper-resistant fasteners to industry for more than 20 years! We pride ourselves on a broad product range, timely shipping of orders, and a West Coast warehouse to better serve our customers nationwide.

WELLS TECHNOLOGY

Small Disadvantaged Business, 8(a), HUBZone, Minority-Owned Business
Vendor # 133205

WELLS TECHNOLOGY began in 1985 as a small consulting business to help OEM industry in a team effort to solve design, production, and distribution problems. The need for prototypes and precision machined products was the start of the machining business which focused on prompt service and high-quality products. Continual Growth in capability now provides a wide range of CNC precision machined products along with the sales of OEM and MRO industrial and construction supplies as an authorized distribution channel for the Fastenal company. Custom hardware manufactured to exceed your specifications is our business.

WILLIE WASHER MFG. CO

Small Business Enterprise
Vendor # 130533

Centrally located in Elk Grove Village, Illinois, Willie Washer is a family owned domestic manufacturer of special washers, stampings, and machined parts. There really is a Willie by the way. It's not just a catchy name. Willie (William L.) Neumann founded the company back in 1972 with the goal to be the finest provider of special washers and stampings to the fastener industry. Quite a goal for a man with two punch presses, and a 3500 square foot building. Willie brought his extensive knowledge of tooling and equipment to this endeavor, and an entrepreneurial spirit. These traits combined with a willingness to invest in the equipment and people needed to do the job have helped him achieve his goal. Today Willie Washer employs over 100 people in a 140,000 square foot computer networked manufacturing facility. The shop houses over 40 presses with stamping power ranging from a few tons to 400 tons. These presses are fed from a warehouse containing over 6,000,000 pounds of raw material, and a self-contained tooling department with the latest in EDM and CNC equipment. You will also find a laser department that cuts up to a 1/2 inch thick, and CNC Machining Centers that produce spacers up to 3 inches in diameter.

ADVANCED TECHNOLOGY PRODUCTS

Small Business Enterprise
Vendor # 134560

ATP ADVANCED TECHNOLOGY PRODUCTS

ATP is your *CHOICE* for Polyurethane, Nylon, Polyethylene, PTFE, FEP and Spatter-Resistant Weld Tubing. We also specialize in Polyurethane Spiral Hose, Braided Hose (Straight and Spiraled), Technibond®, Hose and Cable Balancers and Blow Guns.



Polyurethane, Polyethylene, Nylon, PTFE & FEP Tubing



Spiral Hoses with Accessories



Armorthane™ Polyurethane Braided Spiral Hose



Armor-Air™ Polyurethane Braided Straight Hose



Hose & Cable Balancers



Free Angle® Swivel Fittings



Technibond® Polyurethane Straight & Spiral Tubing



Blow Guns



Technithane™ Polyurethane Spiral Hose

AMERICAN HAMMER

Small Business Enterprise
Vendor # 134841

Our aluminum handles (AG) are the only patented handles in the industrial hammer market. They are indestructible, backed by a 2 million-dollar product liability policy. As a result, the heads are re-castable, which involves melting down the worn head and re-pouring a new head onto the handle for the life of the handle, providing a major cost savings to the customer. We are the only manufacturer that blends our own brass, bronze, copper, lead and zinc. Our materials are pure, not found on the open market, and trademark pending, because if a material such as brass or lead is used to strike with, it must be blended (alloyed) with other metals to keep it from splintering, fragmenting or crushing down before it should. In 1998, Ford, GM and Daimler Chrysler passed a safety mandate through the UAW regarding our hammers. Today, our hammers are the only hammers that are used on the assembly lines of those automakers.

BONDHUS CORPORATION

Small Business Enterprise
Vendor # 130067

Bondhus® products have gained an international reputation for strength, quality, and features well suited to professionals or virtually any quality-conscious tool user. They have long been known for their vastly superior quality, strength, durability, and resistance to rust and corrosion. The Bondhus® product line includes: Screwdrivers, T-Handles, Hex Keys, Stubby Hex Keys, Fold Ups, Bits and blades, Accessories, and Custom services. Our tools are well designed, thoroughly tested, and guaranteed to exceed the expectations of the do-it-yourselfer and the seasoned professional alike, saving you time, frustration, and dollars. We don't manufacture gimmicks because we don't need to. Professionals buy our tools because they are stronger, they last longer, they have features no one else offers, and they work.

CALDWELL GROUP

Small Business Enterprise
Vendor # 132169

As a designer and manufacturer of lifting products, the Caldwell Group offers an expanding variety of products to match your industrial lifting needs, including Pallet Lifters, Coil Upenders, Coil Hooks and Grabs, Lifting and Spreader Beams, and Mechanical, Vacuum, Magnet and Clamp Style Sheet Lifters. We also offer a complete line of forklift truck attachments such as Booms, Beam, Drum Grabs, Fork Extension, Rug Rams, and Fiberglass Battery Lifting Beams.

CHANNELLOCK, INC.

Small Business Enterprise
Vendor # 130926

Bright CHANNELLOCK BLUE® gripped tools are standard equipment in the tool belts, buckets and tool boxes of professional electricians, plumbers and mechanics all over the world. We provide quality they know they can count on, because any tool with CHANNELLOCK® on it is made to the same high standards as the pliers we've been making here in Meadville, Pennsylvania since 1886.

CLIMAX METAL PRODUCTS CO.

Small Business Enterprise
Vendor # 130104

Since 1947 Climax Metal Products Company has grown into the leading manufacturer of shaft collars and rigid couplings by providing products of unsurpassed quality and outstanding customer service. In addition to our standard shaft collars and couplings, we have an unmatched capability to produce specialized products to meet your needs. It's a fact: Climax Metal Products is the only major manufacturer of shaft collars and rigid couplings in the U.S.A. with an ISO 9001:2000 certified quality system!

DIAMOND VANTAGE, INC.

Minority-Owned Business
Vendor # 133989

Diamond Vantage takes a distinctly different approach to delivering the best to professional contractors. Rather than driving up costs and thinning out product selection by spreading inventory all over the country, we house an extensive stock of product in our centralized warehouse and manufacturing facility in Irvine, California, as well as warehousing in selected strategic locations in the U.S.A. and Canada. We put the money saved into product and process technology to ensure you have access to precisely what you need – when you need it. The rest of the savings are passed on to you! We deliver fair pricing, high performance, quality care and service.

1. Buy Diamond Vantage and save time and money
2. Select from an extensive inventory
3. Standard shipping is no charge
4. Ask for a test blade or bit today
5. No other product compares!

EXTECH INSTRUMENTS CORP

Small Business Enterprise
Vendor # 133787

Selling globally through distribution, Extech is the go-to source for 15 categories of test and measurement instruments, thermal imaging cameras, and portable printers. Incorporated in 1970, Extech Instruments is based in Waltham, MA, just west of Boston. Recognized for the breadth and depth of its Test & Measurement offering and strong distribution network, Extech was acquired by FLIR Systems in November 2007. Our high-value handheld test instruments and FLIR-branded infrared thermal imager are sold through a network of national catalog houses, regional stocking distributors, the Internet, and international master distributors. The company has become one of the largest manufacturers and suppliers of test equipment and portable printers, and the Extech Instruments brand is regarded in many industries as the brand of choice. ISO 9001:2000 certified by TUV, Extech's strong reputation is built on innovative products that offer unique and patented designs with features, functions and reliability at an affordable price.

GRAYMILLS CORPORATION

Woman-Owned Business
Vendor # 132222

Graymills has 60 years of experience in moving and conditioning liquids. Whether it's for circulating machine tool coolants, cleaning in production, maintenance and service industries, or getting filtered, conditioned ink to its final destination, Graymills has the expertise to solve whatever you're up against. Founded in 1939 as a pump manufacturer for machine tool coolants, we added parts cleaning equipment in 1944. In 1953 Graymills started working with the fledgling flexographic industry to create pumps, filters and accessories specifically for converters' needs.

HOUGEN MFG INC

Small Business Enterprise
Vendor # 133949

ON THE HOLE, HOUGEN DRILLS IT BETTER.

These days it's all about more holes in more places with longer tool life. Hougen delivers with 15 models of portable magnetic drills, drill accesories, Rotabroach®, and RotaLoc™ Annular Cutters. Drill holes from 7/16" to 3-1/16" diameter up to 3" deep in any position, and nearly any application that allows you to take the drill to the workpiece.

Whether you're making holes onsite or in fabrication or factory applications, Hougen Rotabroach Annular Cutters, Portable Magnetic Drills, Electro-Hydraulic Hole Punchers and Accessories can help you be more productive and profitable by getting the job done faster and with greater accuracy.

INSTY-BIT, INC.

Small Business Enterprise
Vendor # 131317

The Insty-Bit story began when owner Jim Wienhold designed and patented our quick change chuck system that works with 1/4 inch hex shank drill bits. Larger chucks have been added to the line, and the Insty-Bit system has evolved over the years into products that are even faster and easier to use. There is a large selection of counter sinks, an Insty-Drive extension set, and many other cutting tools that are used by professionals as well as do-it-yourself users.

MARKAL CO./LA-CO INDUSTRIES INC.

Small Business Enterprise
Vendor # 130618

WORKS LIKE A MARKER, LASTS LIKE PAINT!

Markal® features a complete line of high performance marking products designed to meet the most difficult industrial marking applications. From the originators of the B® Paintstik®, Markal offers the industrial professional permanent and temporary marking products including solid and liquid paint markers, felt-tip markers, metal markers and temperature indicators. Whatever your special application, Markal has the marker for you.

NORSEMAN DRILL & TOOL

Small Business Enterprise
Vendor # 130335

As the manufacturers of America's finest cutting tools, Norseman Drill is committed to quality, consistency, service and value. Quality at Norseman begins with the finest tool steel we can buy and ends with the world-class products in our catalog. Our cutting tools are designed, engineered and superbly crafted to provide long lasting durability.

PACIFIC HANDY CUTTER

Small Business Enterprise
Vendor # 132464

PHC creates and manufactures world-class cutters and tools that support our customer base in two main areas: the Safety First System® brand of Safety products and the QuickBlade® brand of Industrial Hardware products. Our Safety Cutter products reduce employee cut injuries and minimize or eliminate damaged merchandise, which in turn helps our customers increase their profits. The ergonomics of our cutters provide for maximum comfort while working at both moderate and full force cutting so that at the end of the day you accomplish more.

POSI LOCK PULLERS, INC.

Small Business Enterprise
Vendor # 132485

Posi Lock™ Puller, Inc. is known throughout the country as being reputable, hard-working and dedicated to the quality of their products and services. It all began when company owner Dean Somerville recognized the need for a self-aligning, universal puller that would remove gears and bearings safely and quickly. He designed the "Posi Lock Puller," which included a safety Cage® that would control the opening and closing of the pulling jaws while providing the tool with clamping pressure. Noted for its ease-of-use, safety, and superior craftsmanship, Posi Lock Puller is still expanding its markets, which now include distribution networks in every country of the world. Posi Lock offers a complete line of 2 and 3 jaw pullers (manual and hydraulic). The manual pullers range from 1 to 40 ton capacity. The hydraulic pullers range from 5 to 100 ton capacity. Accessory items are also available. With an eye on the future, Posi Lock™ continues its aggressive research and development of products and accessory items to "MEET THE CHALLENGE" in the industrial, automotive and agricultural markets.

PRECISION INSTRUMENT CORP.

Woman-Owned Business
Vendor # 131784

A wholly owned subsidiary of Engineered Specialty Products, Inc., PIC has provided our customers with high-quality instruments since 1987. Our precision instrument gauges and thermometers are designed to outperform and outlast the competition, and we're committed to always providing our customers with the best product at the best price available.

PROFESSIONAL TOOL MANUFACTURING

Small Business Enterprise
Vendor # 132007

Professional Tool Manufacturing, LLC is a privately owned company that designs and manufactures the Drill Doctor® brand of high quality drill bit sharpeners. Our drill bit sharpening technology is based on more than 30 years of design and manufacturing experience by Darex Corporation, the world leader in industrial drill and end mill sharpeners. Since its introduction in 1997, the Drill Doctor® line has sold more than two million units. Today, all major U.S. hardware retailers and distributors in some 25 nations abroad carry the Drill Doctor® brand.

RELTON CORP.

Veteran-Owned Business
Vendor # 130392

Relton's first product was the multiple-carbide, core style, rotary masonry drill bit invented by our founder. This basic design quickly became the standard of the industry. We've since become the broadest-line supplier of hammer and rotary bits and hole saws, and we still sell the original product! In the late 1950s Relton introduced two metal-cutting fluids, Rapid Tap® for hard metals and A-9® for aluminum, and we're now one of the top three suppliers in the United States for these types of fluids. Relton makes a wide variety of cataloged products as well as specialty bits and hole saws to customers' specifications.

STREAMLIGHT, INC.

Small Business Enterprise
Vendor # 132264

Streamlight is recognized around the world as the leading provider of premium portable lighting solutions, with a reputation for making tough, durable, long-lasting lights. We pride ourselves on being a "hands-on" company that continually learns by doing. We understand what our customers need because we're out there doing what they do, using the same lighting tools in the same ways.

WHITNEY TOOL CO, INC.

Woman-Owned Business
Vendor # 133998

Whitney Tool is recognized as a leading manufacturer of Woodruff style slotting and keyseat milling cutters, as well as counterbores, counterbore pilots, T-slot, dovetail and other specialty milling cutters, and combined drills and countersinks. We will also continue to be the industry leader in the manufacture of custom-made cutting tools. We make a variety of custom-made shank type and arbor type milling cutters in high speed steel, cobalt and carbide tipped varieties.

BEST MANUFACTURING CO.

Small Business Enterprise
Vendor # 132022

For more than 50 years, Best Glove has been an innovative leader in developing, manufacturing and supplying quality hand protection to industrial and medical professionals around the world. An innovative pioneer, Best boasts an impressive list of "firsts" in glove technology. Best offers more than 100 individual glove styles with more than 600 separate varieties for use primarily in the industrial and healthcare industries.

LACROSSE RAINFAIR, INC.

Small Business Enterprise
Vendor # 131337

For over 110 years, LaCrosse has been making high quality, authentic footwear products that our customers know and trust. Anyone who puts in a hard day at work or a great weekend in the woods—be that workers, hunters, firefighters, miners, farmers or anyone else—knows that LaCrosse will provide them with an ultra-high quality pair of boots that fit with their way of life. Today, LaCrosse® Footwear, Inc. designs, manufactures, and markets premium quality rubber, leather and vinyl footwear and rainwear for sporting, recreational and occupational markets under the LaCrosse® brand name. Generations of people know that the LaCrosse® name is synonymous with superior craftsmanship, the finest materials, and many years of knowledge and proven innovations.

MOLDEX

Small Business Enterprise
Vendor # 133354

Moldex® is one of the most recognized and respected names in hearing and respiratory protection for industrial worker safety. Moldex has a strong reputation for comfort, quality and value, and a long history of perpetual innovation. We strive to design and engineer products that provide comfort and style for workers—products they want to wear. This focus is backed up with over 50 patents for innovative and unique products like our EZ-ON® and HandyStrap® respirators as well as our PlugStation® earplug dispenser.

STARDUST SPILL PRODUCTS™
Paradigm International Inc.

Minority-Owned Business
Vendor # 135535

STARDUST Spill Products™ provides the full range of goods needed for Spill Containment, Spill Control, and Spill Cleanup. Our high performance, environmentally friendly products provide offer a number of performance breakthroughs with documented savings, fully living up to our trademarked motto, "Seeing Is Believing"™. Powerful, Safe, Green—from our flagship product, STARDUST Super Absorbent™, to our water based cleaner/degreaser STARPOWER, to our world standard setting spill containment items, to our newest innovation, STARDUST EcoChoice™ Natural Sorbents—allow our goods to solve a wide range of spill issues for you while protecting the environment.





ERGODYNE CORPORATION

Small Business Enterprise
Vendor # 132256



TENACIOUS
ergodyne
WORK GEAR

BE TENACIOUS.®

YOU'LL FIND ERGODYNE'S TENACIOUS WORK GEAR® AT THOUSANDS OF JOBSITES EVERY DAY, ON MILLIONS OF WORKERS.

YOU JUST WON'T FIND IT AT A BIG BOX.

We're into our third decade building tough-as-nails products for worker protection and productivity. And we're dancing with the folks that bring us our beloved distributors.

Rather than dumb down our stuff for the big box game, we deliver a solid offering that is smartly merchandised , field supported, competitively priced, and delivered on time. And we only sell through authorized distributors like Fastenal.

SQWINCHER CORPORATION

Minority-Owned Business & HUBZone Certified
Vendor # 133362





Fuel Up... for Peak Performance

Since 1975, Sqwincher has been protecting America's workers from heat stress related ailments. Sqwincher has proven to be one of the most cost-effective ways of increasing productivity, while helping to lower the number of workplace accidents due to heat stress or fatigue. We have a long history of providing quality electrolyte beverage replacement products to an impressive lineup of end users.

Sqwincher is a certified Minority Business Enterprise (MBE) by the South Regions Minority Business Council, Inc. and also holds Hub Zone Certification.

If you need a heat stress solution that works, put Sqwincher to work for you today!

SQWINCHER
THE DRINK OF INDUSTRY



Sqwincher. It's not a luxury. It's a necessity.

Fastenal Vendor #133362

THE STANDARD COMPANIES

Woman-Owned Business
Vendor # 131637

We are The Standard Companies, combining more than 200 years of experience, knowledge, service and integrity in the Sanitation/Maintenance industry. Our companies consist of the following: Standard Rewashed Wipers Company, Chicago Washed Cotton Goods Company, Bricide Corporation, Shamrock Paper Products, Central Mills, Inc., Domestic Sanitary Wipers Company, Texoma Supply, Inc., Dray Industries.

TOP TAPE & LABEL INC

Small Business Enterprise
Vendor # 134001

At INCOM TopTape and Label, we've been manufacturing custom and stock tape and label products for over 30 years. Our core strength is specialty safety tape products including aisle marking, hazard warning, reflective, and the largest selection of non-slip tape products in North America. Our production facilities can produce up to 11-color flexographic, silk-screen and sheet fed printing formats for your prime product labels needs.

DEE-BLAST INDUSTRIES

Veteran-Owned Business
Vendor # 132490

Dee-Blast Industries has been supplying the abrasive blasting market with quality equipment since 1967. Our 40 years of experience in abrasive blasting has enabled us to provide a complete product line, from small portable blasters to large pressure blast cabinets. Our equipment is used in a variety of applications, including industrial maintenance, automotive, and vocational education. We have responded to the many needs of our customers with a product line that provides them with the best value available in abrasive blasting equipment. Dee-Blast technology allows us to use our capabilities in metal fabrication, die casting, plastic rotational molding and injection molding to lead in abrasive blasting innovations. As new technology becomes available, we will incorporate it to contain cost and improve quality.



MONROE PMP

Small Business Enterprise
Vendor # 134670

Monroe PMP is an ISO 9001:2000 registered firm that offers a wide range of the following items: Continuous Hinges, Leveling Mounts, Handwheels, Industrial Knobs, Leveling Pads, Industrial Clamps, Custom Hinges, Ball Plunger, Piano Hinge, Industrial Handles, Leveling Feet, Spring Plungers, Butt Hinge, All Destaco Products, Industrial Hinges, Offset Hinges, Hand Wheels, Continuous Hinge, Butt Hinges, Handles, Stainless Hinges, Piano Hinges, Monroe Magnets, Spring Hinges, Hinges, Steel Hinges, Hand Wheel, Pull Handles, Toggle Clamps, Handwheel, Destaco Clamps, Lift Magnets, Magnetic Lifts, Spring Hinge, Aluminum Hinges, Stainless Steel Hinges, Heavy Duty Hinges, Offset Hinge, and Steel Butt Hinges.

SELLSTROM MFG.

Woman-Owned Business
Vendor # 131930

Located in Palatine, Illinois, Sellstrom Manufacturing Company has been a leading manufacturer of personal safety equipment for over 85 years. In the early days, our principal manufactured product was a green "eyeshade" that reduced glare indoors and outdoors. Over the years, other products followed, including a full line of sunglasses, motorcycle goggles and lenses for taillights, flashlights, etc., as well as welding helmets, face shields, welding goggles, and more.

WELDING MATERIAL SALES
Small Business Enterprise
Vendor # 132308

"Your source for welding consumables"

Welding Material Sales was founded in 1978 by William C. DePaul, who was involved primarily in the sale and distribution of specialized welding consumables.

In 1984, Mr. De Paul saw a growing need for small spools of welding wire. These spools would later be used with the new MIG welders that were being introduced into the US market via Italy. An all out effort was organized to design the production equipment that would enable the company to produce and sell these spools. Welding Material Sales soon grew to become one of the major suppliers of the MIG small spooled welding wire and further expanded their facility in 1989 to meet the growing demands of the economy (for this product). In 1992 Welding Material Sales built a 7,500 sq ft addition. This new building allowed the company to introduce a new product line of manual electrodes and TIG welding wire. In addition to the new product line, the company developed a Point of Purchase display that would be sold in the welding distributor market for their retail store operations.

In 1998 another 8,500 sq. ft. expansion was needed to meet the companies growing demands. Welding Material Sales has grown to become one of the largest independent suppliers of retail packaged welding consumables. Today, the company employs over 40 people, 80% of whom are production personnel. Welding Material Sales is committed to providing quality service to all its customers and prepares to continue its growth by maintaining all levels of customer satisfaction.



AVIATION DIRECT, LLC

WOMAN-OWNED SMALL BUSINESS
VENDOR #134128



AT AVIATION DIRECT WE STRIVE TO EXCEL IN THREE AREAS; COMPETITIVELY LOW PRICES, EXCELLENT PRODUCTS, AND SUPERIOR SERVICE. AS A COMPANY, WE BELIEVE THAT ONLY BY INTERLACING ALL THREE OF THESE COMPONENTS CAN WE ADEQUATELY SERVE OUR CUSTOMERS NEEDS.

AVIATION DIRECT IS A MANUFACTURER OF, AND SPECIALIZES IN, AVIATION MAINTENANCE AND OVERHAUL CUTTING TOOLS. WE MANUFACTURE HUNDREDS OF ITEMS INCLUDING COBALT THREADED SHANK DRILLS, JOBBER DRILLS, REAMERS, COUNTERSINKS AND AIRCRAFT EXTENSION DRILLS TO NAME A FEW. WE CAN MANUFACTURE VIRTUALLY ANY ROTARY CUTTING TOOL, EITHER TO OUR PRINT OR TO OUR CUSTOMERS. INCLUDING THREADED SHANK TOOLING. AOG AND EXPEDITING SERVICES ARE NOT A PROBLEM. OUR HUGE INVENTORY OF BLANKS ALLOWS USE TO TURN AROUND TOOLS FASTER THAN OUR COMPETITION WHILE PROVIDING QUALITY SECOND TO NONE.

AVIATION DIRECT TAKES PRIDE IN MANUFACTURING DIFFICULT-TO-FIND ITEMS FOR OUR CUSTOMERS WHILE MAINTAINING UNPARALLELED CUSTOMER SERVICE AND A "YES, WE CAN!" ATTITUDE.



JERGENS INC.
Small Business Enterprise
Vendor # 130254

The Standard Components With the Highest Standards™.

This is the company tag line, but what does it mean?

Everyone's products are made to specified standards, and often these standards are assumed by customers to be equalizers for all companies' "standard" products. The Jergens difference is that we pay attention to non-standard details. We exceed standards in other cases. And we stand behind our products.

This is the "Jergens Difference."

We manufacture the better-engineered product, thereby establishing our competitive differentiation against each niche competitor. We are a longtime manufacturer in a category in which many former manufacturers have become importers. The point: We can offer quick turnaround on special orders, low or no minimums, and engineering expertise that results in our ability to answer and help with technical questions.



Since 1942, Jergens Inc. has manufactured "The Standard Components With the Highest Standards." Jergens offers off-the-shelf products that include Workholding Components, Locating Components, Metric Products, Handles, Knobs, and Handwheels, Lifting Products that include Center-Pull and Side-Pull Styles of Hoist Rings, Toggle Clamps, Power Clamping Systems, Drill Bushings, Maintenance Items, Chuck Jaws, and innovative products like the BallLock™ Mounting System, ElectraLock Clamps, and Staylock® Clamps that help to reduce fixture changeover time.

After 28 months of ongoing development and testing on its proprietary learning management software and engine, Tooling University LLC was carved out of its parent company, Jergens, Inc. in February '02. Founded in 1942, Jergens is a privately held manufacturing company based in Cleveland, OH. Jergens is made up of separate divisions that include a tooling components manufacturer of workholding products for the production environment, an industrial supply distributor, a master distributor of precision torque screwdrivers and assembly products and a manufacturer of drill bushing and thread inserts in the Chicago, IL area.

CLAMP MFG. CO., INC.

Small Business Enterprise
Vendor # 133058

Clamp not only produces the complete Kant-Twist clamp line but also a line of soft-faced hammers called No-Mar. No-Mar Hammers were added in 1973 when Clamp bought Matticks Mfg. from Mike Black. The No-Mar line includes hammers with heads made from Brass, Copper, Lead, and Urethane. Screw-in tip and press-on tip hammers complete the line. We are excited to now offer the Frugg Dual Face Hammers with a Urethane tip and precision machined head in either 4130 Steel or Brass.

KENNEDY MFG. CO.

Small Business Enterprise
Vendor # 133387

Kennedy Manufacturing Company, produces and markets industrial tool storage equipment worldwide, including steel tool chests, roller cabinets, stationary and mobile workbenches, modular storage cabinets, and specialized tool storage for the NC/CNC machining world.

KURT MFG. CO./IND. PRODUCTS DIV.

Small Business Enterprise
Vendor # 132006

Kurt Manufacturing is a vertically integrated company dedicated to providing high quality customer solutions. As a national leader in the manufacturing of close tolerance parts and assemblies, we keep our customers competitive. Kurt Manufacturing was founded in 1946, specializing in CNC precision machining, gearing and assembly solutions. We work with many industries, including semiconductor, aerospace, automotive, oil, and defense. Our manufacturing services include CNC machining services, gearing solutions, CNC turning, aluminum die casting, assembly services, and screw machining. We also offer a diverse range of industrial products including Kurt Vises, Gaging, Automation, and Industrial Compactors.

VLIER PRODUCTS

Small Business Enterprise
Vendor # 134017

Vlier is the expert in spring-loaded devices and leveling pads for designs that require positioning, indexing, detenting, holding, ejecting, leveling and support. Vlier manufactures spring plungers, quick release plungers and leveling pads in a variety of sizes and materials to suit any application. Every item has been designed to fill a specific need of industry. Each has been engineered to reduce costs, increase productivity and perform dependably. Over the years, constant improvements have been made to better serve the requirements of our customers. Vlier products are precision-made utilizing the finest materials for each particular application. You can depend on Vlier products to do the job. Vlier's application engineering staff is trained and ready to provide comprehensive support for Vlier spring-loaded devices, quick release plungers, leveling devices and mechanical components for all of your design, installation and application requirements.

FLEXAUST CO. INC.

Small Business Enterprise
Vendor # 132565

Flexaust has manufactured durable, long lasting flexible hose and flexible ducting products for industrial and commercial applications for 70 years. Our flexible hoses and ducting are used in applications involving air, dust collection, fume removal, lightweight material handling, severe service, high temperature applications, lawn & leaf collection, and commercial vacuum applications. We offer the largest selection of flexible hose and ducting products using an array of materials. Our first commitment will always be to produce the highest quality products and to exceed your expectations!

EIKO LTD

Small Business Enterprise
Vendor # 134776

Lamps are EiKO's business. Since 1978 we've been providing only the best lighting in what has grown to include the automotive, industrial, electrical, electronic, audio/video, photographic and health care industries. Our company culture encourages our employees to take an active part in ensuring that our customers experience our motto "Selection. Solutions. Simplicity." every time they interact.

DALE ADAMS ENTERPRIZES

Small Business Enterprise
Vendor # 134068

Our three products, the Bone™, the Bone Rough Rider™, and the Bone-ster™ are all designed to make your life easier! The Bone™ was invented by Dale Adams, a car nut that turned his passion into a business restoring Classic and Antique automobiles.

One of the most important features of the Bone™ is its wheels. Ordinary creeper wheels are a conventional creeper's weakest point. They're too small, so they get hung up or stopped by even the tiniest obstacles, and they have a real knack for tearing out or breaking off at the worst moment. To add insult to injury, the replacement wheels can cost almost as much as a new creeper. All of our creepers come with a guarantee on the wheels for the lifetime of the creeper against manufacturer defects.

Our products are not strictly limited to the automotive market. Recently, the Industrial market has picked it up for use on machine maintenance, and they can even be found at amusement parks for inspecting roller coasters!



As shown by some of our men in Iraq, the Bone™ is really popular with the US Military!
Photo courtesy of CW3 Joseph J. Johnson, SFC Cantrell & Perry Cushman - Camp Marez



GROTE

Small Business Enterprise
Vendor # 134131

Grote Industries is a leading manufacturer and marketer of vehicle lighting and safety systems. Our company was founded in the heartland over 100 years ago and has remained family owned from the day William Grote opened the doors for business. We are an industry leading manufacturer, the first to receive our TS16949 certification in the heavy duty lighting industry; and with manufacturing locations in Canada, Mexico, and the United States, we're also the only heavy duty lighting supplier that can boast of being a true NAFTA company. Our company is steeped in tradition, with a continued focus on innovation and a strong commitment to providing quality products and service. We still hold firm to the family values and work ethic set forth by our founder more than a century ago.

QUICK CABLE CORP.

Small Business Enterprise
Vendor # 131345

Quick Cable develops, manufactures, and sells battery and electrical connectors, cable, tools and related products for commercial and industrial equipment that is battery-started, battery-powered, or uses batteries to condition or store electric power. We are and will remain the market leader in North America, providing the best value and service available. We strive to be the most trusted and respected company in our industry.

TRIPP LITE

Small Business Enterprise
Vendor # 133932

Tripp Lite's comprehensive product line and service network have evolved over a span of more than 85 years. Established in 1922, Tripp Lite originally manufactured automotive accessories, including a line of inverters. While inverters are still part of Tripp Lite's offering, we've responded to our customers' changing needs over the decades by focusing on power protection and connectivity products. As an early innovator in the power protection industry, Tripp Lite introduced the first UPS system designed for personal computers and the world's most trusted premium surge suppressor, the Isobar®. Today, as the world's leading manufacturer of power protection and connectivity solutions, Tripp Lite is an ISO 9001 company that is committed to increasing the business availability and profitability of its customers. Our products include: UPS Systems, Surge Suppressors, Cables & Connectivity, Inverters & Inverter/Chargers, KVM Switches, Power Strips, Power Distribution Units, Rack Systems, Software, Replacement Batteries, Notebook Accessories, Audio/Video Solutions, Healthcare Solutions and Government/Education Solutions.

ANTI-SEIZE TECHNOLOGY

Veteran-Owned Business
Vendor # 132562

Anti-Seize Technology (AST) is a well-established manufacturer and supplier in the industry. They offer over 135 products including Pipe Thread Sealants, PTFE Tapes, Expanded PTFE Joint Sealants, RTV Silicones, Threadlockers, Aerosol Maintenance products, Cyanoacrylate adhesives, PTFE Valve Stem Packings, Industrial Detergents, Greases, and the most complete line of Anti-Seize Compounds available from any manufacturer.

APACHE HOSE & BELTING

Small Business Enterprise
Vendor # 131791

Apache Hose & Belting is widely recognized across the U.S. for the variety and quality of our hose and belting, custom fabrications, industrial services and retail products. Apache specializes in the fabrication and distribution of conveyor belting and hose products for applications as diverse as agriculture, milling, construction, mining, manufacturing and retail sales. Products include flat and custom configured conveyor belting, belt fasteners and conveyor accessories, custom die and waterjet cut rubber parts, and a wide selection of hose, couplings, and accessories. Belt services include on-site splicing/vulcanizing, field installation and training, and conveyor components replacement. Complete belt system audits give you detailed reports of system performance and needs. Hose services include on-site testing with our mobile hose test unit, repair and re-certification of hose assemblies, coupling of new hose assemblies, and hose systems audits.

HARVEL PLASTICS, INC.

Small Business Enterprise
Vendor # 133382

In a world of constant technological change, outstanding PVC and CPVC pipe extrusions can only be produced by a company with a unique set of skills. Technical mastery, persistent dedication, and testing without compromise—these are the elements that make Harvel Plastics an international leader in thermoplastic extrusions.

TYLOK INTERNATIONAL, INC.
Woman-Owned Business
Vendor # 133655

Our History

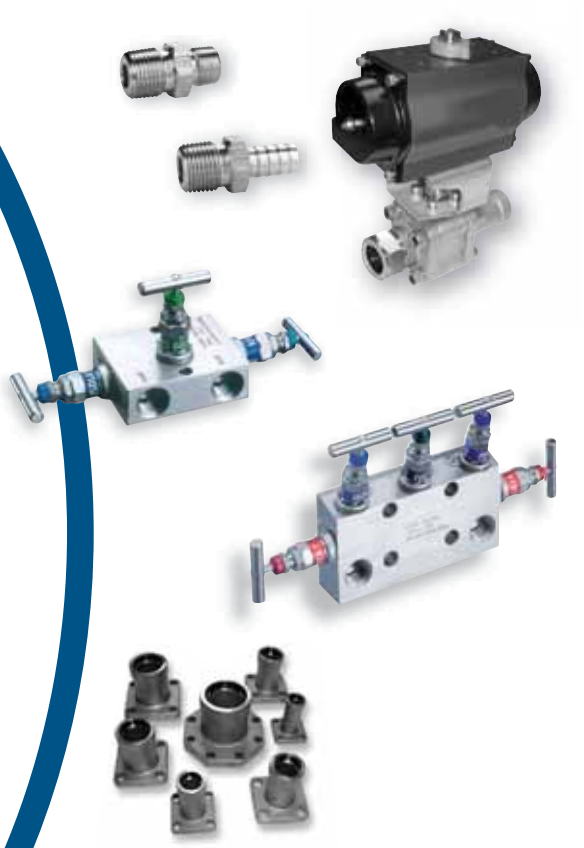
In the mid 1940s, Cullen Crawford founded the Crawford Fitting Company. Mr. Crawford developed and patented the original flareless fitting (nut and two ferrule system), for the Crawford Fitting Company. Thus, a new and innovative industry was born making it far easier to make tubing connections. This reduces installation time and errors. Since his invention, End Users from all four corners of the globe have made billions of connections. This system provides leak proof seals and thus Mr. Crawford has been named "The founder of the flareless fitting."

Our Mission

It is our mission, at Tylok International, Inc., to continuously strive for and achieve total customer satisfaction with boht our products and services.

Our Goal

Tylok's aggressive goal is to establish ourselves as an industry leader and expand our market share. This is maintained in every department within the organization. Our "total effort" will guard against losing the personal touch that makes our business enjoyable and prosperous for all involved.



Fitting Lines

Tylok International, Inc., presently offers three fiting lines CBC-lok (double ferrule) & CS-lok (single ferrule) industry standard designs and the TTylok Standard 4 Seal Tube Fitting, a unique and proprietary line based upon Mr. Crawford's improved design.

CBC-Lok® double ferrule tube fittings are completely interchangeable with tube fittings of Swagelok® and Parker A-Lok®.

CS-Lok® single ferrule tube fittings are completely interchangeable with tube fittings of Parker CPI®.

Registrations & Type Approvals

ISO 9001:2000
Certificate # 012106

Certificate No. 00-C147

Manitoba/Alberta Canadian Registration Number
Certificate No. OA6247.4, OC6248.4 & OA6356.42

JEFFERSON SOLENOID VALVES

Small Business Enterprise
Vendor # 132555

For more than 40 years Jefferson Solenoid Valves has been working with a clear aim ahead—using innovation and the latest technology to meet the market's needs for solenoid valves, magnetic level switches, and industrial automation equipment. Our organization has been fully redesigned to comply with the ISO 9001 Standards. Constant improvements, high-tech machinery, product engineering market-designed orientation, and a productive process controlled by specialists make Jefferson not only a pioneer but also a leader in fluid control.

SEAWAY BOLT & SPECIALS CORP.

Small Business Enterprise
Vendor # 130418

Seaway has manufactured pipe plugs, drain plugs and special fasteners since 1957. Seaway products are certified by industry leaders and are used in a wide variety of applications, such as Transportation and Vehicle Components including Power Drives, Transmissions, Assemblies, Valves, Compressors, Hydraulic Assemblies, and Motors.

TUTHILL CONTROLS

Small Business Enterprise
Vendor # 131092

TUTHILL COUPLING GROUP

Small Business Enterprise
Vendor # 134367

Tuthill Corporation is a diversified global manufacturing company, developing and supplying industrial products for our value-minded customers in over 150 markets. Our culture is based on the Tuthill Business System (TBS), our version of lean manufacturing. TBS coupled with the Conscious Company initiatives of personal continuous improvement, through which Tuthill encourages its employees to reach for a higher level of greatness, allows for excellence not only in the products we manufacture but in the people we employ and customers we serve. The end result is a company you can depend on, one that eliminates waste in our processes and provides superior products, quality and value for our customers.

ADVANCE CONTROLS INC.

Veteran-Owned Business
Vendor # 133531

ACI, the industrial control experts, has established itself as a major manufacturer of a full line of quality industrial control products, and we continue to develop our corporate philosophy and reinvent ourselves to maintain our high levels of professional service and technological leadership. We know that our customers are constantly searching for new ways to improve their profitability and elevate their competitive edge, so we take great care to insure that every ACI customer is treated with the honesty, integrity and personalized communication and solution-oriented service of an industry leader. At ACI, we're proud of the reputation we have developed over the years, and our team of professionals is committed to working hard to prove to our customers that when their performance is on the line, ACI will be the industrial partner they can count on to deliver the solutions they need.

DROSSBACH

Small Business Enterprise
Vendor # 132615

Drossbach began in 1919 in Reinemlach, Germany. We were one of the early pioneers of the corrugated tubing process and are still recognized as a world leader in the design and manufacturing of corrugating equipment and tooling. As a leader in the Convoluted Tubing Industry, Drosabach has continued to develop a dynamic company in North America utilizing the internal resources of our experienced Manufacturing and Sales Team. Our disciplined approach and skilled production staff, coupled with a modern, well equipped manufacturing facility, ensure that Drossbach NA always provides excellent quality and customer service.

LAKEVIEW INDUSTRIES

Woman-Owned Business
Vendor # 133394

Customer focused since 1976, Lakeview Industries is globally recognized for innovation in flexible OEM parts in the areas of Environmental Sealing, Noise and Vibration Control, Cushioning/Surface Protection, EMI Shielding and Thermal Management. Our product offerings include Symmetrical Grommets, Plug & Web Grommets, Grommet Bumpers, Recess Bumpers & Bumper Pads, Extruded Rubber Seals, and many more. We provide application solutions to manufacturers and design engineers by improving product performance, reducing overall costs, designing and prototyping components, improving turnaround time, synchronizing our production and delivery, and ensuring the highest possible quality.

PARAGON LIGHTING, INC.

Small Business Enterprise
Vendor # 134154

Paragon designs and manufactures energy saving fluorescent lighting products for commercial, industrial, and institutional applications. Paragon was founded in 1995 by a group of lighting professionals with over 25 years of lighting experience.

Paragon's quality control ensures that every fixture is tested before it leaves the factory. Optical designs are custom created for each lamp type, fixture and application. Plus, high CRI and high color temperature provide better visual acuity and less eye strain.

The Right Light for all your applications.

Industrial Strip Fixtures, High Bay Industrial, Low Bay Industrial, Commercial, Retail, Office, Parking Ramps, Food Processing, Retrofit Kits.

SELECTA SWITCH, INC.

Small Business Enterprise
Vendor # 132605

Selecta is a master distributor that sells only through other distributors. We provide the brand-name products that Fastenal customers buy somewhere everyday. These include, among others, MICRO SWITCH, Duracell, CRC, Carling, Mueller, Go Switch and Line Master foot switches.

BEHRENS, INC.

Small Business Enterprise
Vendor # 130751

Behrens manufactures metal stampings and sheet components, stamped components, welded components, punched components, draw formed components, hydro formed components, spin formed components, roll formed components, stretch formed components, and explosive formed components.

BRUSKE PRODUCTS

Small Business Enterprise
Vendor # 130925

Ever since the BRUSKE BRUSH was first introduced on the market, it has literally been "sweeping the nation." That success has allowed BRUSKE PRODUCTS to expand our line of products to fill a variety of needs, household as well as industrial, including refill brushes for power sweepers and scrubbers, up-right brooms, a disposable floor squeegee, truck washing brushes, mops, chemical cleaners, degreasers, hand soaps, odor eliminator, and absorbent compounds, to name just a few. BRUSKE PRODUCTS' roster of customers includes colleges and universities, hospitals, airlines, buslines, railroads, automakers, public utilities, military establishments, and manufacturers of all kinds, from mom-and pop factories to huge industrial complexes with thousands of employees. Making and selling brushes may be among those necessary little things most people take for granted, but BRUSKE PRODUCTS believes that doing these things well makes life a little better for everyone.

IMPACT PRODUCTS, INC.

Small Business Enterprise
Vendor # 131450

Impact offers a full line of floorcare, clean-up, receptacles, washroom, dispensing, personal protection, and safety products for the sanitary maintenance, foodservice, safety, and industrial markets. The mission of Impact Products, LLC is to provide quality products at competitive prices while using a team environment to offer superior customer service. We continually strive to live up to our motto, "the friendly, flexible, company."

PREMIER PAINT ROLLER MFG. CO.

Small Business Enterprise
Vendor # 132434

Premier is one of the largest manufacturers of paint rollers, paint brushes, and related accessories in the United States. We manufacture products for various industries and uses. Whether you're a consumer looking to do some painting around the house or you're a professional contractor, Premier has the right product to meet your needs.

PITT PLASTICS
Minority-Owned Business
Vendor # 131614

QUALITY, SERVICE, CONSISTENCY



For over 30 Years, Pitt Plastics has been servicing your needs. Much has changed during that time, but our philosophy has changed very little. Pitt Plastics has become A Leader in our industry, because over the years, our employees have remained committed to Hard Work, Integrity and Innovation.



UNITEX
Small Business Enterprise
Vendor # 130948

SOLUTIONS FOR THE REPAIR AND PROTECTION OF CONCRETE

Unitex has been developing solutions for concrete construction and repair since 1967 and our research team is continually working on new ways to support the industry.

Every Unitex product is guaranteed.



SIMPLE GREEN

Small Business Enterprise
Vendor # 131414

As a socially responsible company, the Sunshine Makers is committed to being the worldwide market leaders in providing quality, environmentally safe, cleaning products. For more than 30 years Simple Green has been producing environmentally friendly cleaning products that are non-toxic and biodegradable. Our all-purpose cleaner is specially formulated to tackle the toughest cleaning jobs while remaining safe for your family and the environment. Our current product line includes more than 20 different cutting-edge cleaning products for home and professional use. We are committed to doing our part to protect the planet—and will continue to develop new and innovative products that are responsible choices for the many generations to come.

AMREP, INC.

Small Business Enterprise
Vendor # 131444

Amrep is a specialty chemical formulator and packager with a firm reputation as a leader with innovative, high performance products. Our primary focus is the manufacturing of professional grade chemical products for the Automotive, Fleet Maintenance, Industrial/MRO Supply, Institutional Supply, and Motorcycle markets. We manufacture the Misty®, Next Dimension®, Petro®, and i-Chem® brands and are the premier private labeler for comprehensive Category Management solutions. Amrep's portfolio of products and selection of support services and capabilities are continually evolving to meet needs of leading commercial distributors and retailers.

CONVENIENCE PRODUCTS

Small Business Enterprise
Vendor # 131513

Convenience Products manufactures premium-quality specialty coatings, sealants and adhesives for use in commercial, industrial and residential construction and home improvement. Our products are used by professional contractors and installers, as well as do-it-yourselfers. Touch 'n Seal products are manufactured by Convenience Products. We have three facilities, but it is our plant in Pacific, MO that manufactures Touch 'n Seal products, as well as our consumer line of Touch 'n Foam straw foams. We pride ourselves on exceptional quality and service, and our ability to bring new products to market quickly. Our objective is to develop and safely manufacture unique, value-added solutions far ahead of industry requirements.

In addition to Touch 'n Seal products, Convenience Products also manufactures Touch 'n Foam straw foams, as well as Seal-Krete concrete and masonry sealers, paints and stains.

FOLDING GUARD COMPANY

Small Business Enterprise
Vendor # 132129

For over 40 years, Folding Guard Corporation has been the premier choice for safety and security products. We have extensive experience in access control and safety and security_issues that are critical to the operations of manufacturers and warehouse-type companies. Folding Guard Corporation understands loss prevention safety and security issues that are unique to retail businesses. We offer solutions that reduce theft, look great, and are long-lasting. Folding Guard Corporation products have been chosen by federal and local government institutions to keep essential equipment organized.

GENERAL PLASTIC EXTRUSIONS

Small Business Enterprise
Vendor # 131468

General Plastic Extrusions manufactures and distributes flexible packaging materials, specializing in custom orders of poly bags, sheeting, and film products. Our ISO 9001:2000 certified manufacturing processes are tailored to meet our customers' desire for high quality products and personal service. To that end, we've continued to expand our production capabilities to serve customers in the medical, food, and automotive industries. Originally a manufacturer of narrow monolayer tubing and bags for industrial packaging, operations have expanded to include three layer co-extrusion films and bags. Recently a 5 layer co-extrusion line was acquired to add barrier films to our product offerings. Whether your needs are large or small, General Plastics can meet your poly needs.

HAMILTON CASTER & MFG. CO.

Small Business Enterprise
Vendor # 131561

Hamilton's fourth-generation family owned and managed enterprise is well balanced to leverage its long history of designing and manufacturing casters, wheels, and floor trucks. Today's customers benefit in very real ways from our improvements in design, such as new swivel technology with HPI™, discovering new polyurethane materials found in the new Ultralast™, and implementing processes such as Lean Manufacturing to optimize the velocity of our customers' value stream. Today's generation of Hamilton leaders are committed to staying focused, nimble, and current as we pursue our next 100 years. Environmental protection is a priority for the conservation of precious natural resources and the continued health of our planet. Hamilton Caster recognizes its responsibility as a U.S.-based manufacturer and is continually striving to reduce the environmental impact of the work we do and the products we create. To that end, Hamilton has chosen to use low volatile organic compound (VOC) enamels to finish the majority of our product. VOC enamals have minimal environmental impact compared to zinc plating, which most of our competitors use on the majority of their caster rigs. (Hamilton believes zinc plating should be offered only when the application requires it.) As part of our environmental commitment, more than 95% of the waste generated in producing our product is recycled.

HILMAN INC.

Woman-Owned Business
Vendor # 134301

Hilman Rollers are high capacity, low profile roller dollies used for moving, shifting and positioning extremely heavy weights. Used as machinery dollies, load skates, slides, low profile wheels, casters, guides, linear bearings, or heavy-duty conveyors, and with capacities ranging from .75 to over 5,000 tons, Hilman Rollers are the solution for practically every heavy-moving situation. For more than 55 years Hilman Rollers has addressed applications in numerous industries, including oil and gas exploration, bridge building, heavy construction, ship building, research equipment, structural moving, power generation, manufactured housing, and many others. Solve even your most complex moving needs with Hilman Rollers, providing heavy load moving rollers and systems since 1953.

HUBCO, INC.

Small Business Enterprise
Vendor # 133609

Hubco is a manufacturer and printer of cloth, woven, and non-woven packaging. A variety of fabrics, sizes, and styles are available for a multitude of uses. We serve a wide range of industries, offering many stock and custom bags for food products, mailing and parts, feed, seed, mining, and bags for specialty industries. Hubco custom prints bags in up to 4 ink colors using both letterpress and screen printing methods. Colors are matched using the Pantone Matching System (PMS). We take pride in having the best printing in the industry. We began producing salt and flour bags for local industries in 1919. Since then, Hubco has grown and expanded our product line to fit the needs of a host of industries. Today, Hubco is known nationwide for quality and excellent service.

INDUSCO INDUSTRIAL SALES CO., INC.

Small Business Enterprise
Vendor # 130242

Indusco Wire Rope & Fittings has become America's foremost fabricator and supplier of wire rope and rigging gear. In addition to serving the marine industry, Indusco Wire Rope & Fittings also supplies high quality products to industrial suppliers, contractors, mining companies, logging operations, transportation companies, farms and military operations throughout the world.

KEE SAFETY INC

Small Business Enterprise
Vendor # 131875

Kee Safety is a leading global supplier of components and bespoke systems for railings, barriers, roof fall protection and fall prevention. Established in the UK in 1934, the range has expanded from our original KEE KLAMP product into a portfolio of safety equipment, all designed to separate people from hazards.Kee Safety strives to provide the highest level of safety solutions. Our products are used to protect people in many applications and countries around the globe. We serve every size customer and client and provide solutions for every project, from code compliant rooftop safety products such as passive roof fall protection and skylight fall protection to ADA handrails or DDA handrailing and compliant guardrails. No handrail project is too big, or safety railing too small for Kee Safety.

LETELLIER M.H.E. INC.

Small Business Enterprise
Vendor # 130278

LMHE has been in business since 1972. Today, we are one of the leading manufacturers of what is known as "below the hook" lifting devices, which simply means that we manufacture nearly anything that would hang from a hoist hook but not the hooks or hoists themselves. Some of the items we manufacture or import include: Grade 8 Alloy Chain and Components, Grade 8 Alloy Hooks, Hooks for Shot Blast Systems, Hooks for Foundries and Other Industries, Spreader Beams for Lifting Large Loads, Turnbuckles, Various Alloy Wire Rope Components, Stainless Steel Chain and Components, Stainless Steel Hooks, Hooks for Paint Lines and Other Automated Systems, Tongs for Railroad and Other Industries, Special Beams for Lifting Coiled Steel, Shackles, and Various Steel Wire Rope Components.

MS PLASTICS & PACKAGING

Woman-Owned Business
Vendor # 132164

M.S. Plastics has been serving distributors since 1977. Our product line focuses on plastic film packaging: stretch film, shrink film, plastic bags and other film products. We are dedicated to building long-term, beneficial customer relationships, and we strive to offer solutions that make packaging easier and more economical for you.

LITIN PAPER CO.

Woman-Owned Business

Vendor # 131580



Litin

Paper ▶ Packaging ▶ Converting

Litin Paper Company is a wholesale distributor of paper, eco-friendly products, industrial & packaging supplies, and packaging equipment. We pride ourselves on competitive pricing, on-time delivery, high quality products, and our attentive personal customer service.

Litin converts sheets and rolls and delivers paper of all types including:

- kraft paper
- poly-coated paper
- reinforced paper
- woven polypropylene
- newsprint
- offset
- silicone treated paper
- masking paper
- protective masking films
- tissue paper
- VCI anti-corrosion paper
- neutral pH paper
- chipboard
- freezer paper
- butcher paper
- anti-skid paper
- wax paper

When customers are looking for the right paper and unique solutions to their packaging needs, Litin has proven for more than 60 years to be the right choice.

Litin Paper's New Divisions

Litin-Eco - Eco-friendly Products for Your Business



LitinPak - A Leader in the Packaging Industry



• Litin Paper Company is a certified woman-owned business • Family-owned since 1947

PEERLESS CHAIN

Small Business Enterprise
Vendor # 130357

Peerless was founded in 1917 to assemble traction products for automobiles and trucks traveling snow covered roads in rural America.

Today Peerless Chain Company manufactures and distributes chain, wire forms, traction products, wire rope, cordage and associated accessories. Our products are sold via retailers, industrial distributors, and original equipment manufacturers in the U.S.A. and international markets.

Peerless' headquarters is located in beautiful Winona, Minnesota beside the Mississippi river. Our field sales staff and distribution centers are strategically located around the United States.

ISO 9001:2000 Certified

SHEPHERD CASTER CORPORATION

Small Business Enterprise
Vendor # 131780

Shepherd Caster Corporation is a full-service caster manufacturer that has been providing quality products to a variety of OEM markets for over 40 years. We pride ourselves on responding to our customers' needs with outstanding quality, on-time delivery, and excellent value at competitive prices. Our casters, found throughout a variety of markets including institutional, medical, electronics, fixtures and furniture, have long been a benchmark for quality and value in the industry.

SKOLNIK INDUSTRIES

Small Business Enterprise
Vendor # 135212

SKOLNIK is a "specialized" manufacturer of carbon steel drums and stainless steel drums for highly valued contents. From custom wine barrels to drums for hazardous materials (hazmat) and dangerous goods, we are a leader in specialty packaging. Salvage Drums, Overpacks and Stainless Steel Wine Barrels are available in open head and closed head styles, from 5 to 120 gallons, including the most popular 55 gallon steel drum. The drums are manufactured and can be certified to UN and DOT regulations as well as military specifications and DOE 7A Type A radioactive and special requirements packagings.

SUNCOR STAINLESS

Small Business Enterprise
Vendor # 131272

Since 1985, Suncor's ever-expanding line has become one of the world's most complete selections of stainless steel. We offer this extensive line to the Industrial, Marine, Architectural, Commercial, Government and OEM markets. To better serve the needs of it's customers, Suncor recently moved to a new location in Plymouth, MA. Our new facility is 70,000 sq. ft. located on over 14 acres of land that will allow for future expansion. Now Suncor's machine shop, chain manufacturing, finishing, assembly and state of the art packaging operations are all under one roof. Our new location is just the latest example of Suncor's commitment to customer satisfaction. We are large enough to consistently offer top quality and economical pricing, yet small enough to offer excellent service and technical assistance.

TEILHABER MFG. CORP.

Small Business Enterprise
Vendor # 131876

Teilhaber Manufacturing Corporation can supply your company with a variety of rack and shelf storage systems. Whether you need to develop a comprehensive warehousing solution or simply enhance and organize your storage needs, you can rely on Teilhaber Manufacturing Corporation. Our products free valuable floor space and organize your facility to help you increase your efficiency.

TRITON PRODUCTS

Veteran-Owned Business
Vendor # 135266

Triton Products is a leading designer, manufacturer and distributor of products used for the organization, storage and management of specialty service and maintenance tools as well as hand and power tools. We're the creator of highly efficient custom "Tool Organization and Management Programs" for essential service and repair tools and equipment. Today, Triton storage products and productivity enhancing programs can be found at work in more than 16,000 service, maintenance and manufacturing facilities worldwide. Our business segments include: OEM Worldwide Service Groups, Industrial and OEM Distribution, Industrial Catalog Sales Groups, Material Handling, Hospital Supply, Transportation Services, GSA Federal Supply Schedule, and Consumer Products for Retail.

FREUNDLICH SUPPLY CO., INC.

Small Business Enterprise
Vendor # 130183

Since 1940 Freundlich Supply Company has provided high-performance fasteners to the aerospace industry. We stock over 7,000 SKU's in our state-of-the-art, 18,000 square-foot distribution facility. Our service commitment assures that products are shipped when promised, usually from stock and always to industry specification with material certifications. Our company is ISO 9001:2000 registered, and our materials are fully traceable and backed by material certifications.

MS INSERTS & FASTENERS

Small Business Enterprise
Vendor # 132975



MS Inserts and Fasteners has been a leading distributor of Aerospace and Electronic Fasteners for over 30 years. Our principal product lines include Inserts and Panel and Captive Fasteners (Alcoa). Our Customer Service and Sales teams are committed to meeting your individual needs, rapidly and efficiently. We maintain an extensive inventory of traceable products, and our quality meets the standard of MIL-I-45208A. MS Inserts and Fasteners is ISO 9001:2000 and ISO 9100:2004 certified.

PILGRIM SCREW CORP

Small Business Enterprise
Vendor # 133557

With decades of experience and unsurpassed quality, Pilgrim Screw is one of the world's leading producers of screws, bolts, and specialty fasteners. Privately owned by the Grove family, the company operates from its world-class facilities in Rhode Island and Arizona, consistently providing the finest product quality and customer service in the industry.

RAPID RIVET & FASTENER CORP.

Small Business Enterprise
Vendor # 132097

Rapid Rivet & Fastener Corp. is a master stocking distributor that supplies precision fasteners such as solid rivets and semi-tubular rivets to the military, aerospace, and commercial industries. Rapid Rivet was established in 1985 to serve a growing need for lot controlled, domestically manufactured rivets to multi-line hardware distributors in the United States. Since then, we've become a full-service, factory authorized supplier to fastener distributors and OEM's in the U.S. and abroad. We supply all types of rivets, from solid to blind to semi-tubular, in a number of different materials, including Brass Semi-Tubular Rivets, Aluminum Semi-Tubular Rivets, Monel Solid Rivets, and Stainless Steel Solid Rivets.

NOTES

FASTENAL®

AbilityOne™ NIB NATIONAL INDUSTRIES FOR THE BLIND SKILCRAFT® BRING IT ON nish



Since 1983, the AbilityOne (formerly Javits-wagner-O'Day or JWOD) Program has been the preferred source, and SKILCRAFT the brand of choice, for federal purchasers. The reasons are many. Our 2008 catalog offers great selection and one-stop shopping with over 2,500 products, all of which deliver quality, value and convenience.

Plus, when you choose SKILCRAFT and other AbilityOne products, you are helping provide job opportunities for people who are blind or have other severe disabilities.

Fastenal is an authorized distributor of AbilityOne products. As a requirement of our authorization to distribute AbilityOne products, we must substitute AbilityOne items for commercial items if the products are considered to be essentially the same. As an authorized distributor of AbilityOne products, Fastenal has implemented an Essentially the Same (ETS) system that will automatically substitute the AbilityOne item for any commercial item selected under a federal account. The ETS program allows Fastenal to provide Federal customers with a wide variety of quality AbilityOne products and services while enabling thousands of people who are blind and severely disabled to experience real jobs and increased independence.

Agency Name	Fastenal Vendor #	AbilityOne Product Offering
Alphapointe Association for the Blind	134029	Trigger spray bottles
Arizona Industries for the Blind	133499	Wet mop heads
Association for the Blind and Visually Impaired-Goodwill Industries	133555	Ecolab multi-purpose cleaners, detergents, disinfectants
Beacon Lighthouse, Inc.	133421	Buffing/polishing floor pads, scrubbing pads, stripping pads, scouring pads, baseboard kits
Bestwork Industries for the Blind	133549	High visibility safety vests, nylon mesh laundry bags
Blind Industries & Services of Maryland	133860	Air Rite odor counteractants
Chicago Lighthouse	133550	Wall clocks
Cincinnati Association for the Blind	133422	Duct tape, strapping/filament tape, packaging tape, waterproof tape
ECVC	133947	AA battery, AAA battery, C battery, D battery, 6-volt battery, 9-volt battery
Envision, Inc.	133423	Can liners, high density liners, low density liners, coreless roll liners
Georgia Industries for the Blind	133535	Whisk brooms, mop handles, wet mop heads
Horizon Industries/East Texas Lighthouse for the Blind	133432	Facial tissues, machinery wiping towels, medium-duty wiping cloths, nylon cord
Industries for the Blind, Inc.	133424	Ergonomic brooms and mops, wire scratch brushes, floor squeegees, street brooms, corn brooms, counter dusters
Industries of the Blind	133425	Wooden mop handles
LC Industries - Signature Works Division	133430	C-fold paper towels, cleaning cloths, plastic flatware, paper plates
Lighthouse for the Blind	133426	Single fold paper towels, paper cups with handles, first aid kits
Lighthouse for the Blind of Houston	133533	Floor strippers, floor finishes, disinfectants, detergents, glass cleaner
Lion Industries for the Blind	133554	Drawstring mailbags
Lions Services, Inc.	133534	Cheesecloth
Louisiana Association for the Blind	133427	Abrasive utility roll, anti-slip floor coverings
Mississippi Industries for the Blind	133428	Fine pore sponge, coarse pore sponge, coarse textured sponge
New York City Industries for the Blind	133538	Inhibitor Anti-Microbial wet mop head, Inhibitor Anti-Microbial dust mop heads, handles
Oklahoma League for the Blind	133429	Foam cups and lids
Outlook-Nebraska, Inc.	133537	One-ply toilet tissue, two-ply toilet tissue
Raleigh Lions Clinic for the Blind	133433	Electrical insulation tape, adhesive surgical tape
Seattle Lighthouse for the Blind	133545	Canteens, hydration packs
South Texas Lighthouse for the Blind	133775	Mechanix gloves, impact gloves, driver's gloves, military specifications met
Susquehanna Association for the Blind & Vision Impaired	133785	Toilet deodorant cakes, urinal screens
The Lighthouse for the Blind, Inc.	133532	Corrosion preventative compound, carbon removing compound, general purpose cleaners/degreasers
Travis Association for the Blind	134121	GOJO®/Skilcraft hand cleaners, lotion soaps, dispensers, PURELL®/Skilcraft hand sanitizers, MICRELL®/Skilcraft hand soaps
Virginia Industries for the Blind	133559	Mop heads - cut end
Winston-Salem Industries for the Blind	133431	Shower curtains, shop towels, work towels, terry shop towels, anti-static towel wipe
Wiscraft, Inc.	133556	Heavy-duty door mats

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List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
AK	Anchorage	3401 Commercial Dr.	99501
AK	Anchorage	601 E International Airport Rd	99518
AK	Fairbanks	1895 Van Horn Road UnitB	99701
AK	Juneau	1810 Anka Street	99801
AK	Kenai	42436 Kenai Spur Hwy Suite 1	99611
AK	Wasilla	619 S. Knik-Goose Bay Rd Ste A&B	99654
AR	Alexander	9500 Highway 5 N	72002
AR	Arkadelphia	2607 Caddo Street Suite 10-11	71923
AR	Batesville	874 Batesville Blvd.	72501
AR	Blytheville	4940 N. Country Road 791	72315
AR	Conway	675 Robins St.	72032
AR	El Dorado	100 Ashley Lane	71730
AR	Fayetteville	639 W 6th Street Suite 2&3	72701
AR	Fort Smith	2907 McKinley Avenue	72908
AR	Fort Smith	1103 Wheeler Ave	72902
AR	Harrison	508 HWY 62-65 North	72601
AR	Hot Springs	2303 Albert Pike	71913
AR	Jacksonville	617 J.P. Wright Loop	72076
AR	Jonesboro	5911 East Highland	72401
AR	Little Rock	7520 Lindsey Road	72206
AR	Magnolia	1517 E. Main Street	71753
AR	Monticello	600 Hwy. 425 North	71655
AR	Mountain Home	319 Highway 201 North	72654
AR	North Little Rock	10300 Riverview Corporate Drive	72113
AR	Osceola	912 W. Keiser Ave	72370
AR	Paragould	801 Country Club Rd.	72450
AR	Pine Bluff	7003 Sheridan Rd	71602
AR	Rogers	1400 Hudson Road	72756
AR	Russellville	515 Weir Road	72802
AR	Searcy	1208 South Benton Street	72143
AR	Siloam Springs	1606 South Pointe	72761
AR	Springdale	1103 South Sterwin	72762
AR	Springdale	2324 E. Robinson Avenue	72764
AR	Stuttgart	1919 South Park	72160
AR	Van Buren	1001 South 25th Circle	72956
AR	West Memphis	479 Hwy 77	72301
AZ	Bullhead City	2570 Landon Dr Unit A & B	86429
AZ	Casa Grande	3048 N Cessna Ave	85222
AZ	Chandler	500 N 56th Street, Suite 3 & 4	85226
AZ	Flagstaff	2463 N. Walgreens St. Ste A	86004
AZ	Gilbert	1035 N. McQueen Rd. Ste106	85233
AZ	Glendale	5449 N. 51st Avenue Suite 104	85301
AZ	Mesa	250 S. Mulberry Ste #104	85202
AZ	Peoria	8901 N. 79th Ave. Ste 104	85345
AZ	Phoenix	701 W Deer Valley Rd. Suite A-10	85027
AZ	Phoenix	3905 W. Van Buren Suite A-9	85009
AZ	Phoenix	4411 S. 40th St. Suite D-3	85040
AZ	Prescott Valley	9551 E. Lorna Lane, Suite E/F	86314
AZ	Scottsdale	7950 E. Redfield Rd. Ste 130	85260
AZ	Tucson	3455 S. Palo Verde Rd. # 143	85713
AZ	Tucson	4720 N. La Cholla Blvd	85705
AZ	Yuma	2714 Ave. 3E	85365
CO	Alamosa	344 Santa Fe Ave.	81101
CO	Arvada	6060A West 55th Ave	80002
CO	Aurora	600 Telluride St Unit A&B	80011
CO	Aurora	3155 N Chambers Rd Unit H	80011
CO	Aurora	555 Havana St Ste A	80010
CO	Aurora	12001 East 33rd Ave	80010
CO	Bayfield	39983 Hwy 160	81122
CO	Boulder	2125 32nd St. Ste B	80301
CO	Brighton	10500 Havana Court, UnitB	80601
CO	Broomfield	510 Compton Street, Suite 102	80020

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
CO	Canon City	127 Justice CenterRdSuiteM	81212
CO	Castle Rock	801 Park St.	80109
CO	Centennial	7065 S Fulton St. Ste 185	80112
CO	Centennial	6999 S. Jordan Rd. Unit B	80112
CO	Colorado Springs	910 S. Nevada	80903
CO	Colorado Springs	296 South Academy Blvd Suite L	80910
CO	Colorado Springs	1130 E. Fillmore	80907
CO	Commerce City	7175 Ivy Street	80022
CO	Cortez	2212 E. Main Street #1	81321
CO	Craig	2549 W. 1st St.	81625
CO	Denver	5180 Smith Road, Unit C&D	80216
CO	Denver	505 Bryant St.	80204
CO	Denver	7154 North Washington Street	80229
CO	Englewood	2686 S. Tejon St.	80110
CO	Evans	1104 42nd St.	80620
CO	Fort Collins	2415 East Mulberry St Ste #3	80524
CO	Fort Lupton	510 Denver Ave	80621
CO	Fort Morgan	19873 US Highway 34	80701
CO	Golden	701 Pine Ridge Rd., Unit 1	80403
CO	Grand Junction	2505 Weslo Avenue	81505
CO	Lakewood	5805 W. 6th Ave	80214
CO	Lamar	211 N Main St.	81052
CO	Littleton	3809 Norwood dr Unit 6 & 7	80125
CO	Longmont	63 S. Pratt Parkway, Unit A	80501
CO	Longmont	13750 Deere Ct	80504
CO	Louisville	168 CTC Blvd., Suite C	80027
CO	Loveland	104 East 15th Street	80538
CO	Montrose	530 N Townsend Ave	81401
CO	Pueblo	3000 Granada	81005
CO	Pueblo	1275 Gary Ave	81001
CO	Pueblo West	49 North Silicon Dr.	81007
CO	Rifle	695 Buckhorn Dr.	81650
CO	Salida	900 Palmer St.	81201
CO	Silverthorne	557 Blue River Parkway	80498
CO	Sterling	225 W Main St	80751
CO	Thornton	12061 Pennsylvania Street	80241
CO	Trinidad	2012 Freedom Rd Unit 65	81082
CO	Yuma	15 East 8th Ave	80759
CT	Bloomfield	81-A Old Windsor Road	06002
CT	Branford	1 Commercial St.	06405
CT	Bristol	597 Middle St.	06010
CT	Danbury	10 Federal Road	06810
CT	East Hartford	210-A Robert Street	06108
CT	East Windsor	32 North Road	06088
CT	Meriden	170 Research Parkway	06450
CT	Middletown	14 Industrial Pk Plc SecC Un1-3	06457
CT	Milford	#230 Woodmont Road Unit 1-3	06460
CT	New Haven	190 Wallace Street	06511
CT	Newington	2231 Berlin Turnpike	06111
CT	North Franklin	264 Route 32	06254
CT	North Haven	356 Sackett Point Road	06473
CT	North Windham	579 North Windham Road	06256
CT	Putnam	164 Providence Pike	06260
CT	Stamford	330 Fairfield Avenue	06902
CT	Stratford	300 Honeyspot Road	06615
CT	Waterbury	2142 Thomaston Ave	06704
CT	Waterford	82 Boston Post Rd, Unit 1 & 2	06385
CT	West Hartford	635 New Park Ave	06110
DE	Claymont	130 Hickman Rd. Suite #5	19703
DE	Dover	1070A S. Little Creek Rd.	19901
DE	Middletown	118-120 Sleepy Hollow Dr.	19709
DE	Milford	205 Mullet Run Street	19963

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
DE	New Castle	2 King Court	19720
DE	Newark	500 Interchange Blvd Ste 509	19711
DE	Seaford	9308 Sussex Corporate Center Dr	19973
DE	Wilmington	15 Germay Drive	19804
FL	Apopka	1833 SouthOrangeBlossomTrail	32703
FL	Atlantic Beach	16 Dutton Island Rd. E	32233
FL	Auburndale	910 Magnolia Avenue	33823
FL	Belleview	5940 SE Hames Rd	34420
FL	Boca Raton	1000 Clint Moore Road Suite 109	33487
FL	Boynton Beach	3300 S Congress Ave Unit 21	33426
FL	Bradenton	816 Manatee Ave East, Unit 12 & 13	34208
FL	Brooksville	16252 Springhill Drive	34604
FL	Cape Coral	954 NE Pine Island Rd, Unit A/B	33909
FL	Clearwater	2111 Sunnydale Blvd unit A	33765
FL	Crystal River	601 SE Cutler Spur Blvd.	34429
FL	Dade City	10625 US Highway 301	33525
FL	Daytona Beach	1440 N. Nova Rd, Ste 202	32117
FL	Deland	2450 E. International Speedway Blvd	32724
FL	Edgewater	707 W Park Avenue	32132
FL	Fernandina Beach	474370 East State Rd 200/A1A	32034
FL	Florida City	335 S. Krome Avenue	33034
FL	Fort Myers	6320 Metro Plantation	33966
FL	Fort Myers	7600 Alico rd. Units 7-9	33912
FL	Fort Walton Beach	295 Lewis Street	32547
FL	Ft Lauderdale	4350 Oaks Rd. Suites 508 & 509	33314
FL	Ft Lauderdale	2730 SW 3rd Ave.	33315
FL	Gainesville	1315 NW 53rd Avenue	32653
FL	Green Cove Springs	1419 S. Orange Ave	32043
FL	Haines City	930 Roberts Road	33844
FL	Jacksonville	2021 St. Augustine Rd. East	32207
FL	Jacksonville	2255 Dunn Avenue Unit 501	32218
FL	Jacksonville	9556 Historic Kings Rd South #104	32257
FL	Jacksonville	1408 Haines St.	32206
FL	Jacksonville	4250 Highway Avenue Unit 2	32254
FL	Jupiter	1562 Park Lane South	33458
FL	Kissimmee	2530 Michigan Ave	34744
FL	Lake City	117 SE Nassau St	32055
FL	Lakeland	2210 S. Combee Rd.	33801
FL	Lakeland	3711 Century Blvd. Unit #1	33811
FL	Largo	12821 Starkey Road Suite#4800	33773
FL	Leesburg	3411 W. Main St. Ste # 3&4	34748
FL	Longwood	830 S. Ronald Regan Blvd	32750
FL	Marathon	531 107th Street Gulf Units 1,2,3	33050
FL	Marianna	2499 Commercial Park Drive	32448
FL	Melbourne	4200 Dow Road, Suite B	32934
FL	Miami	3977 NW 25th Street	33142-6721
FL	Miami	150 NW 176th St. Bay F	33169
FL	Miami	4550 N.W. 72nd Avenue	33166
FL	Miami	16200 N.W. 59th Avenue	33014
FL	Miami	18611 SW 107th Ave	33157
FL	Milton	6150 Old Bagdad Hwy	32583
FL	Naples	29 Commercial Blvd.	34104
FL	Oakland Park	5094 NE 12th Avenue	33334
FL	Ocala	420 SW 33rd Ave	34474
FL	Ocala	811 NE 16th St. Units 103-104	34470
FL	Oldsmar	379 Douglas Rd Unit A	34677
FL	Orlando	943A Taft-Vineland Rd.	32824
FL	Orlando	4085 L.B. Mcleod, Suite F	32811
FL	Orlando	6148 Hanging Moss Ste 150	32807
FL	Ormond Beach	1287 N US Hwy 1 Ste 1 & 2	32174
FL	Oviedo	5707 Dot Com Court, Suite 1049	32765
FL	Palatka	2907 Reid Street	32177

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
FL	Panama City	1209 Harrison Ave.	32401
FL	Panama City Beach	20303 Panama City Beach Pkwy	32413
FL	Pensacola	33 East Brent Lane	32503
FL	Pensacola	2860 W. Navy Blvd.	32505
FL	Perry	2716 S. Bryon Butler Pkwy	32348
FL	Plant City	2007Wood Court Ste 4	33563
FL	Pompano Beach	2201 North Andrews Ave Ext#102	33069
FL	Port Charlotte	565 Prineville St. Unit 8 & 9	33953
FL	Port Richey	7909 Congress St.	34668
FL	Port Saint Lucie	584 NW Mercantile PL	34986
FL	Riviera Beach	7656 Byron Dr.	33404
FL	Saint Cloud	2100 Old Hickory Tree Road	34769
FL	Sanford	643 Progress Way	32771
FL	Sarasota	1577 Cattleman Road	34232
FL	Sarasota	6915 15th Street Suite 205	34243
FL	Sebring	4437 US Hwy 27 S	33870
FL	St Augustine	2745 Industry Center Rd#3	32084
FL	St Petersburg	3055 46th Avenue North	33714
FL	Stuart	4362 SE Commerce Ave	34997
FL	Sunrise	4747 N Nob Hill Rd Ste10	33351
FL	Tallahassee	1626 Capital Circle NE	32308
FL	Tallahassee	572 A Appleyard Drive	32304
FL	Tampa	2732 Causeway Center Dr.	33619
FL	Tampa	4450 E. Adamo drive	33605
FL	Tampa	5402 Pioneer Park	33634
FL	Tavares	200 Southridge Industrial Dr.	32778
FL	Titusville	369 Cheney Hwy	32780
FL	Venice	268 Blue Juniper Blvd.	34292
FL	Vero Beach	10 Old Dixie Hwy	32962
FL	West Palm Beach	8120 Belvedere Rd, Unit #1	33411
FL	Winter Garden	1331 Green Forest Ct. Unit 3	34787
GA	Albany	101 S. Davis St.	31701
GA	Albany	2207 E. Oglethorpe Blvd.	31705
GA	Alpharetta	1000 Union Center Dr. Ste F	30004
GA	Americus	1114 E Lamar St.	31709
GA	Athens	590 Olympic Dr.	30601
GA	Atlanta	6445 Fulton Industrial Blvd.	30336
GA	Atlanta	1432 Chattahoochee Ave	30318
GA	Augusta	1467 Reynolds St.	30901
GA	Bainbridge	530 East Calhoun St	39817
GA	Baxley	117 North Main Street	31515
GA	Brunswick	4759 New Jesup Highway	31520
GA	Buford	4997 Bristol Industrial Way	30518
GA	Byron	6110 Watson Blvd.	31008
GA	Calhoun	145 Marine Dr SE	30701
GA	Carrollton	1762 Highway 27 North UnitA	30117
GA	Cartersville	1489 Hwy 411 NE	30121-5112
GA	Cedartown	1028-B East Avenue	30125
GA	Cleveland	1628 Hwy 115 East	30528
GA	College Park	604 A & 604 B Cordell Drive	30349
GA	Columbus	4617 Milgen Rd Unit 1	31907
GA	Columbus	1522 Veterans Parkway	31901
GA	Commerce	40095 Hwy 441 South	30529
GA	Conyers	1640 Autumn Blvd.	30013
GA	Cordele	607 16th Ave E.	31015
GA	Covington	10409 C Old Atlanta Hwy	30014
GA	Dallas	416 Butler Industrial Drive	30132
GA	Dalton	216 Rosen Drive	30720
GA	Dawsonville	30 Industrial Park Rd Suite105	30534
GA	Decatur	2968 N Decatur Rd Ste A	30033
GA	Douglas	1190 Bowens Mill Rd SW	31533
GA	Dublin	708 Industrial Blvd	31021

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State	City	Address	Zip
GA	Eatonton	1001 Milledgeville Rd. Suite H	31024
GA	Elberton	101 Elbert Street	30635
GA	Fairburn	308 Fairburn Industrial Blvd.	30213
GA	Fitzgerald	166 Benjamin Hill Dr. SE	31750
GA	Gainesville	2499 Hilton Drive Unit 1	30501
GA	Griffin	1516 Kalamazoo Drive Suite A-7	30224
GA	Hinesville	229 W.GeneralScrevenWay M3	31313
GA	Kennesaw	3939 Royal Dr. NW Suite113	30144
GA	Lagrange	104 Swift Street	30240
GA	Lavonia	413 Shuford Street	30553
GA	Lawrenceville	312 B Swanson Dr.	30043
GA	Macon	1396 Rocky Creek Road	31206
GA	Marietta	4041 Kingston Ct SE Ste G	30067
GA	Martinez	4070 Washington Rd. Suite 2	30907
GA	Mcdonough	378 McDonough Pkwy	30253
GA	Moultrie	1624 1st Ave SE	31768
GA	Newnan	20 Bledsoe Rd., Suite 6000	30265
GA	Norcross	6290 JimmyCarter Blvd Ste201	30071
GA	Peachtree City	401 Dividend Drive	30269
GA	Pooler	28 Coleman Blvd.	31322
GA	Ringgold	47 RBC Drive	30736
GA	Riverdale	326 SW Highway 138	30274
GA	Rome	2000 Redmond Circle	30165
GA	Rome	110 East Eighth Ave.	30161
GA	Savannah	2305 Louisville Rd, Suite8	31402
GA	Statesboro	12536 Hwy 301 South	30458
GA	Suwanee	305 Shawnee North Dr. Ste200	30024
GA	Tallapoosa	17 McAdams Drive	30176
GA	Thomasville	1017 West Jackson Street	31792
GA	Thomson	492 Main Street	30824
GA	Tifton	925 S. Main St.	31793
GA	Tucker	2725 Mountain Industrial Blvd	30084
GA	Valdosta	1402 West Hill Ave.	31601
GA	Vidalia	220 Mose Coleman Rd	30474
GA	Villa Rica	104 Three West Parkway Ste 100	30180
GA	Watkinsville	1071 Business Blvd	30677
GA	Waycross	2985-B Knight Ave	31501
GA	Winder	10 Business Center Drive	30680
GA	Woodstock	233 Arnold Mill Rd. Ste100	30188
HI	Honolulu	105 Puuhale Road	96819
HI	Kailua Kona	73-5569 Maiau St. #105 & #106	96740
HI	Kaneohe	46-217 Kahuhipa Street	96744
HI	Kapolei	2108 Lauwiliwili St. Unit 101C	96707
HI	Pearl City	96-1333 Waihona St. UnitB	96782
HI	Wailuku	800 Eha Street Unit #22	96793
IA	Ames	2228 S.E. 5th Street	50010
IA	Ankeny	617 South Ankeny Blvd.	50021
IA	Bettendorf	4386 State Street	52722
IA	Carroll	734 East Highway 30	51401
IA	Cedar Falls	7122 Nordic Drive	50613
IA	Cedar Rapids	825 33rd Ave. SW	52404
IA	Charles City	805 Boulder Ave	50616
IA	Clinton	2016 Lincoln Way	52732
IA	Council Bluffs	2120 23rd Avenue	51501
IA	Creston	805 South Abell	50801
IA	Davenport	5101 Tremont Ave.	52807
IA	De Witt	1610 11th Street	52742
IA	Decorah	1797 State Hwy 9 East	52101
IA	Des Moines	3120 Delaware Ave.	50313
IA	Dubuque	1074 Cedar Cross Road	52003
IA	Fort Dodge	3014 5th Ave. South	50501
IA	Fort Madison	5634 Avenue O	52627

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State	City	Address	Zip
IA	Grinnell	105 West Street South Ste E	50112
IA	Humboldt	1006 13th Street North	50548
IA	Independence	307 Enterprise Dr. SW	50644
IA	Indianola	502 S. Jefferson	50125
IA	Iowa City	507 Highland Avenue	52240
IA	Keokuk	3533 Main Street Suite 2	52632
IA	Marion	1100 44th Street	52302
IA	Marshalltown	1309 Industrial Blvd Suite B	50158
IA	Mason City	904 S. Federal Ave.	50401
IA	Mt Pleasant	1105 W. Washington St.	52641
IA	Muscatine	2007 Grandview Ave.	52761
IA	Ottumwa	1 Gateway Drive	52501
IA	Pella	805 Oskaloosa Street	50219
IA	Red Oak	1513 1/2 N. Broadway St.	51566
IA	Sioux Center	4169 US 75 Ave	51250
IA	Sioux City	1901 Leech Ave	51106
IA	Spencer	2104 Highway Blvd.	51301
IA	Storm Lake	701 Seneca Suite #3	50588
IA	Waukee	780 SE Alice's Road	50263
IA	Waverly	700 Technology Pl.	50677
IA	West Burlington	1301 Broadway Street	52655
ID	Blackfoot	586 W. Hwy 26 #2, Space 4&5	83221
ID	Boise	2506 Orchard	83705
ID	Burley	536 Overland	83318
ID	Caldwell	3111 Cleveland Blvd.	83605
ID	Garden City	5230 Chinden Blvd.	83714
ID	Hayden	10048 Taryne Street	83835
ID	Idaho Falls	115 E Anderson	83402
ID	Jerome	374 American Ave.	83338
ID	Lewiston	1005A Warner Ave	83501
ID	Meridian	535 N Locust Grove Suite 100	83642
ID	Moscow	1430 S. Main St.	83843
ID	Mountain Home	977 Airbase Rd	83647
ID	Nampa	337 West Karcher	83687
ID	Pocatello	2610 Suite B Garrett	83201
ID	Post Falls	317 E. Seltice Way	83854
ID	Rexburg	262 Dividend Dr	83440
ID	Sandpoint	705 Lake St.	83864
ID	Twin Falls	152 2nd Ave. South	83301
LA	Alexandria	832 Dallas Ave.	71302
LA	Arabi	6707 St Claude	70032
LA	Baker	910 Main Street	70714
LA	Baton Rouge	10296 S. Choctaw Dr.	70815
LA	Baton Rouge	12329 Industriplex Blvd.	70809
LA	Belle Chasse	55 Coquille Dr.	70037
LA	Bossier City	4911-B Shed Road	71111
LA	Broussard	3407 Hwy 90E	70518
LA	Cut Off	16265 East Main Street	70345
LA	Gonzales	9460 Ashland Rd.	70737
LA	Hammond	2500 West Church St.	70403
LA	Harvey	1821 Commercial Drive, Suite W	70058
LA	Houma	105 Venture Blvd.	70360
LA	Houma	1315 Grand Caillou	70363
LA	Jennings	202 S Cutting Ave	70546
LA	Lake Charles	1100 East McNeese St.	70607
LA	Laplace	1116-A W. Airline Hwy	70068
LA	Leesville	11810 Lake Charles Hwy, Ste2	71446
LA	Mandeville	68665 Highway 59	70471
LA	Metairie	7301 Airline Hwy	70003
LA	Minden	448 Hwy 531	71055
LA	Monroe	205 North 18th St.	71201
LA	Morgan City	7838 Hwy 182E	70380

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State	City	Address	Zip
LA	Natchitoches	506 Rapides Dr.	71457
LA	New Iberia	703 Highway 90 East Bldg. A	70560
LA	New Orleans	621 Distributors Row, Suite B	70123
LA	New Orleans	1806 Canal St.	70112
LA	Opelousas	1307 West Landry (Hwy 190W)	70570
LA	Pineville	3105 Frontage Road	71360
LA	Port Allen	1020 Commercial Dr	70767
LA	Rosepine	18651 Johnny B Hall Mem. HwyPO1288	70659
LA	Ruston	1708 E. Kentucky	71270
LA	Scott	4205 Cameron St.	70506
LA	Shreveport	1610 N. Hearne	71107
LA	Shreveport	7270 West Burt Kouns	71129
LA	Shreveport	1610 N. Hearne	71107
LA	Slidell	3858 Pontchartrain Dr.	70458
LA	Sulphur	3325 E. Napoleon St.	70663
LA	West Monroe	1827 Old Natchitoches Street	71292
ME	Auburn	747 Minot Avenue	04210
ME	Augusta	14 Gabriel Drive	04330
ME	Biddeford	10-A Arctic Circle	04005
ME	Brunswick	41 Greenwood Rd. Unit B & C	04011
ME	Ellsworth	Lot #2 Boggiebrook Industrial Park	04605
ME	Hermon	19 White Pine Rd	04401
ME	Lewiston	48 Commercial St.	04240
ME	Oakland	16 Industrial Dr.	04963
ME	Portland	38 Diamond Street	04101
ME	Presque Isle	68 Industrial Street	04769
ME	Raymond	1251 Roosevelt Trail	04071
ME	Sanford	174 Airport Rd	04073
ME	South Portland	395 Main Street	04106
ME	Thomaston	151 New County Road	04861
ME	York	647 US Route 1 Box 286	03909
MN	Albert Lea	1103 Sykes Street	56007
MN	Alexandria	2710 State Highway 29 South	56308
MN	Austin	702 17th Ave NW	55912
MN	Baxter	7548 Industrial Park Road	56425
MN	Bemidji	3481 Laurel Drive NW Suite #5	56601
MN	Bloomington	1200 American Blvd. East	55425
MN	Breckenridge	502 Grace Avenue	56520
MN	Buffalo	107 6th Street N.E. Bay1-4	55313
MN	Burnsville	12150 12th Avenue South	55337
MN	Cambridge	701 Garfield Street South	55008
MN	Chaska	2460 Chaska Blvd.	55318
MN	Cloquet	1103 Avenue B	55720
MN	Cold Spring	205 Red River Avenue South	56320
MN	Detroit Lakes	18900 Dan Street	56501
MN	Dilworth	1201 Center Ave West	56529
MN	Duluth	3824 West Superior St.	55807
MN	Dundas	401 North Stafford Rd.	55019
MN	Edina	7521 Washington Ave. S.	55439
MN	Elk River	17834 Industrial Crl Ste #6	55330
MN	Fairmont	418 North State St.	56031
MN	Faribault	1101 Division Street West	55021
MN	Fergus Falls	833 North Tower Road	56537
MN	Forest Lake	1467 Lake Street South Suite 100	55025
MN	Grand Rapids	1340 East Hwy 169	55744
MN	Ham Lake	13835 Aberdeen St	55304
MN	Hastings	671 East 31st St. Ste B	55033
MN	Hibbing	3624 E Beltline	55746
MN	Hopkins	8600 Excelsior Blvd.	55343
MN	Hutchinson	945 Fifth Avenue S.E. Unit 5	55350
MN	Lakeville	21483 Grenada Ave. Suite 140	55044
MN	Litchfield	303 South Gorman Ave Ste 100	55355

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State	City	Address	Zip
MN	Little Falls	206 LeMieur St.	56345
MN	Mankato	150 Pauley Way	56001
MN	Maple Grove	11071 93rd Ave. N Unit B	55369
MN	Marshall	904 Hwy 59 North	56258
MN	Minneapolis	618 Industrial Blvd	55413
MN	Montevideo	812 N 16th St	56265
MN	Monticello	4059 Chelsea Road West	55362
MN	Morris	723 Iowa Ave	56267
MN	Mounds View	2214 County Hwy 10	55112
MN	New Hope	5717 International Parkway	55428
MN	New Ulm	1600 Westridge Rd.	56073
MN	Owatonna	1065 26th Place NW	55060
MN	Plymouth	2530 Xenium Ln N Suite 100	55441
MN	Preston	403 Farmer St. NW	55965
MN	Ramsey	6937 Hwy 10 Suite 180	55303
MN	Red Wing	1603 Old West Main	55066
MN	Redwood Falls	1303 E Bridge St Unit 50	56283
MN	Rochester	1680 Industrial Drive NW	55901
MN	Roseville	1944 West County Road C	55113
MN	Saint Cloud	640 54th Avenue, North Ste B	56303
MN	Saint Cloud	2803 Clearwater Rd	56301
MN	Saint Michael	4111 Mackenzie Ct. NE Ste 400	55376
MN	Saint Paul	650 Olive Street	55130
MN	Saint Paul	2242 University Ave. Suite 110	55114
MN	Saint Peter	106 Grace St.	56082
MN	Sauk Centre	1225 Timberlane Dr. Unit #2	56378
MN	Sauk Rapids	1011 Benton Drive South	56379
MN	Shakopee	6268 HWY 101	55379
MN	Thief River Falls	930 Pennington Ave.	56701
MN	Two Harbors	1313 Fairgrounds Road	55616
MN	Vadnais Heights	3600 Labore Rd. Ste3&4	55110
MN	Virginia	8367 North Enterprise Drive	55792
MN	Waconia	10 East 8th St.	55387
MN	Wadena	21 North Jefferson Street	56482
MN	Willmar	140 SE 25th Street	56201
MN	Winona	1275 Riverview Dr.	55987
MN	Worthington	250 Industrial Lane	56187
MO	Arnold	750 Jeffco Blvd.	63010
MO	Blue Springs	2900 South Outer Road	64015
MO	Bolivar	4736 South 131st St.	65613
MO	Brentwood	8410 Manchester Rd.	63144
MO	Bridgeton	13590 Northwest Industrial Drive	63044
MO	Camdenton	2581 S. State Hwy 5	65020
MO	Cape Girardeau	2561 Bloomfield Rd	63701
MO	Carthage	2237 Fairlawn Drive	64836
MO	Chesterfield	624 B Goddard Ave.	63005
MO	Chillicothe	810 S. Washington	64601
MO	Clinton	1460 East DZF Road	64735
MO	Columbia	1919 Paris Road	65202
MO	Farmington	424 N. Washington St.	63640
MO	Fenton	794 Merus Court	63026
MO	Fulton	1307 Business 54 South	65251
MO	Grandview	4200 Main Street	64030
MO	Hannibal	2069 Industrial Valley Park Dr.	63401
MO	Harrisonville	301 Plaza Drive	64701
MO	Hollister	123 B Industrial Park Drive	65672
MO	Independence	10529 E. 40 Hwy	64055
MO	Jefferson City	1307 Creek Trail Drive	65109
MO	Joplin	2626 East 7th	64801
MO	Kansas City	2401 Southwest Blvd.	64108
MO	Kansas City	10328 NW Prairie View Road	64153
MO	Kennett	610 South By-Pass	63857

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State	City	Address	Zip
MO	Kirksville	2704 N. Baltimore Street	63501
MO	Lebanon	1790 West Elm	65536
MO	Lees Summit	1200 SE Century Drive	64081
MO	Liberty	2105 Kara Ct	64068
MO	Macon	701 S. Missouri Ave Ste B	63552
MO	Marshall	1390 W. Arrow St.	65340
MO	Maryville	325 Larry Lane	64468
MO	Mexico	207 W. Monroe St.	65265
MO	Miner	2405 E. Malone, Suite 1	63801
MO	Moberly	1003 W Highway 24	65270
MO	Monett	775 J Chapel Drive	65708
MO	Neosho	12413 East Hwy 86	64850
MO	Nixa	380 Hwy CC, B102	65714
MO	North Kansas City	1224 Swift Ave.	64116
MO	Poplar Bluff	3640 Highway 67 N	63901
MO	Riverside	4710 NW Gateway	64150
MO	Rolla	2250 N. Bishop Ave Suite F	65401
MO	Saint Joseph	3520 Pear Street	64503
MO	Saint Louis	2208 Vandeventer	63110
MO	Saint Louis	1322 Ashby Road	63132
MO	Saint Louis	2618 Delmar Avenue	63103
MO	Saint Peters	4132 Industrial Dr.	63376
MO	Sedalia	3211 South Limit	65301
MO	Springfield	2650 West Kearney Suite 108	65803
MO	Springfield	2109 A East Division	65803
MO	Warrensburg	830 East Young St.	64093
MO	Washington	1201 East 5th St.	63090
MO	Wentzville	135 Hamilton Industrial Ct	63385
MO	West Plains	1651 Porter Wagoner Blvd	65775
MS	Amory	108 5th Avenue North	38821
MS	Batesville	1755 Hwy 6 East	38606
MS	Biloxi	12353 North Oaklawn Lane	39532
MS	Cleveland	3778 Hwy 61 North	38732
MS	Columbus	1120 Hwy 69 South	39702
MS	Columbus	3910 Hwy 45 North	39705
MS	Corinth	1101 Highway 72 East	38834
MS	Forest	518 Deerfield Dr.	39074
MS	Greenville	1021 Hwy 1North	38704
MS	Greenwood	114 Hwy 7 N	38930
MS	Grenada	95 Grady Road	38901
MS	Gulfport	12440 Seaway Road	39503
MS	Hattiesburg	1517 North Main Street	39401
MS	Jackson	5736 W Highway 80	39209
MS	Laurel	2900 Industrial Blvd.	39441
MS	Mccomb	903-C South Locust Street	39648
MS	Meridian	71 Hwy 19 N., Ste #1	39307
MS	Moss Point	5908 Hwy 63	39562
MS	New Albany	203 West Bankhead St.	38652
MS	Olive Branch	8393 Industrial Drive	38654
MS	Oxford	107 Commerce Drive	38655
MS	Pearl	102 Priester Dr.	39208
MS	Philadelphia	10501 Road 375	39350
MS	Purvis	33 Hwy 589	39475
MS	Ridgeland	239 Highway 51 North	39158
MS	Saltillo	135 City Market Drive	38866
MS	Southaven	1868 First Commercial Dr.	38671
MS	Starkville	1085 Stark Rd. Ste N	39759
MS	Tupelo	2027 McCullough Blvd.	38801
MS	Vicksburg	3505 Manor Drive	39180
MS	Waveland	129 Hwy 90, Suite E	39576
MT	Billings	131 A Moore Lane	59101
MT	Billings	1050 S 25th Street West	59102

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State	City	Address	Zip
MT	Billings	1518 1st Ave N.	59101
MT	Bozeman	8235 Huffine Lane	59718
MT	Butte	3928 Wynne Ave #3	59701
MT	Great Falls	4212 North Star Blvd	59405
MT	Hamilton	2079 N. 1st. St #A	59840
MT	Havre	2400 2nd St. W	59501
MT	Helena	767 Nicole Street	59601
MT	Kalispell	525 West Idaho Street	59901
MT	Miles City	201 North Haynes St.	59301
MT	Missoula	2604 W. Broadway	59808
NC	Aberdeen	1110'Connor Place	28315
NC	Albemarle	1954-A East Main St	28001
NC	Arden	9 Glen Bridge Road Ste. 103	28704
NC	Asheboro	1007 South Fayetteville Street	27203
NC	Asheville	554 Riverside Drive, Suite D	28814
NC	Burlington	2066 Chapel Hill Road	27215
NC	Burnsville	70 East Hwy 19E Unit 2	28714
NC	Charlotte	616 E. Westinghouse Blvd.	28273
NC	Charlotte	2738 North Graham St.	28206
NC	Charlotte	2130 Wilkinson Blvd.	28208
NC	Charlotte	8124 Statesville Rd	28269
NC	Charlotte	2415 -A Westinghouse Blvd	28273
NC	Clayton	8970 US Hwy 70 West Ste 300	27520
NC	Concord	51-B Carpenter Court N.W.	28027
NC	Creedmoor	2173 Will Suitt Road	27522
NC	Durham	4611 Hillsborough Road	27705
NC	Durham	2810 South Miami Blvd.	27703
NC	Elizabeth City	1245A Highway 17 South	27909
NC	Fayetteville	502 S. Eastern Blvd.	28301
NC	Forest City	525 Withrow Rd.	28043
NC	Franklin	112 Depot St	28734
NC	Gastonia	1430 Castle Court	28052
NC	Goldsboro	2805 Royall Avenue	27534
NC	Greensboro	3012-D South Elm-Eugene St.	27406
NC	Greensboro	12-L Wendy Court	27409
NC	Greenville	2400 United Dr.	27834
NC	Havelock	205 W. Main St. Ste A	28532
NC	Henderson	932 West Andrews Ave	27536
NC	Hendersonville	1013 Old Spartanburg Rd. Ste A	28792
NC	Hickory	370-B 16th Street Place S.E.	28602
NC	High Point	1000 West Fairfield Road	27263
NC	Holly Springs	280 Premier Drive, Suite 101	27540
NC	Jacksonville	145-2 Center Street	28546
NC	Kernersville	1407-J NC Hwy 66 South	27284
NC	Kinston	3509 W Vernon Ave Units D&E	28504
NC	Laurinburg	12260 McColl Road	28352
NC	Leland	2051 Andrew Jackson Hwy	28451
NC	Lexington	820 South Main St.	27292
NC	Lincolnton	2695 East Main St.	28092
NC	Lumberton	2109 Elizabethtown Road	28359
NC	Marion	2600 Sugar Hill Road	28752
NC	Monroe	1635 A Morgan Mill Rd.	28110
NC	Mooresville	117 Bevan Dr.	28115
NC	Morehead City	130 Industrial Dr.	28557
NC	Morganton	223 Carbon City Road	28655
NC	Morrisville	424 Airport Boulevard	27560
NC	Mount Airy	120 North Gilmer Street	27030
NC	Mount Holly	799 West Charlotte Avenue	28120
NC	New Bern	1821 Racetrack Rd.	28562
NC	Raleigh	5706 A Chapel Hill Rd	27607
NC	Raleigh	2660 Yonkers Rd. Ste K	27604
NC	Raleigh	1636-1638 South Saunders Street	27603

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State	City	Address	Zip
NC	Reidsville	696 S. Scales St.	27320
NC	Roanoke Rapids	761 Old Farm Rd. South	27870
NC	Rocky Mount	2768 North Wesleyan Blvd.	27804
NC	Roxboro	3226 Durham Road	27573
NC	Salisbury	1935 S Main St Ste 103	28144
NC	Sanford	3905 Hawkins Ave	27330
NC	Shelby	2245 Kings Road	28150
NC	Smithfield	1338 N. Brightleaf Blvd.	27577
NC	Spring Lake	515 North Bragg Blvd	28390
NC	Stallings	4023 Matthews Indian Trail Rd	28104
NC	Statesville	126 F Third Creek Road	28677
NC	Washington	1510 West 5th Street	27889
NC	Waynesville	19526 Great Smokey MTN EXPY Unit 3	28786
NC	West Jefferson	1203 South Jefferson Ave	28694
NC	Wilkesboro	1802 River St.	28697
NC	Wilmington	6407-a Amsterdam Way	28405
NC	Wilson	6701 Ward Blvd.	27893-5965
NC	Winston Salem	2400 Clemmonsville Rd. SteB	27103
NC	Winston Salem	8157 North Pointe Blvd.	27105
NC	Youngsville	406-D U.S. Highway 1	27596
NC	Zebulon	1340 Old US Hwy 264	27597
ND	Bismarck	1405 Airport Road	58504
ND	Dickinson	2349 3rd Ave. West	58601
ND	Fargo	3215 Main Ave Suite A	58102
ND	Fargo	2325 46th St	58103
ND	Grand Forks	2703 Valley Circle	58203
ND	Jamestown	1512 Business Loop E.	58401
ND	Mandan	601 Burlington St SE	58554
ND	Minot	700 20th Ave., S.W.	58701
ND	Williston	2211 2nd Ave W.	58801
NE	Alliance	180 Brayton Road	69301
NE	Beatrice	3414 N. 6th St.	68310
NE	Blair	239 S. 9th St. Ste 201	68008
NE	Columbus	1620 East 23rd Street	68601
NE	Fremont	1730 East 23rd Ave.	68025
NE	Gering	2945 10th Street	69341
NE	Grand Island	3006 West Old Highway 30	68803
NE	Hastings	100 West J Street	68901
NE	Kearney	2630 E. Highway 30	68847
NE	Lexington	1502 E. Walnut	68850
NE	Lincoln	500 West South Street	68522
NE	Lincoln	3200 N. 20th Street	68521
NE	Mccook	1008 West B St.	69001
NE	Norfolk	608 West Omaha Avenue	68701
NE	North Platte	1617 East 4th Street	69101
NE	Omaha	2921 Keystone Dr.	68134
NE	Omaha	2910 K Street, Suite A	68107
NE	Omaha	8720 L Street	68127
NE	Oneill	316 East Hwy 20	68763
NE	Papillion	705 N. Frontier Dr.	68046
NE	Plattsmouth	1215 South 15th Street, Suite #2	68048
NE	York	921 N. Grant Ave.	68467
NM	Alamogordo	2350 Eudora Street	88310
NM	Albuquerque	7201 Broadway Blvd. SE, Suite B	87105
NM	Albuquerque	2923 Girard Blvd. N.E.	87107
NM	Carlsbad	413 South Canal Street	88220
NM	Clovis	1306 State Rd. 209	88101
NM	Farmington	906 San Juan Blvd. Suite E&F	87401
NM	Hobbs	321 West Broadway	88240
NM	Las Cruces	2185 West Amador Suite #4	88005
NM	Milan	1401 W. Hwy 66	87021
NM	Roswell	606 E. College Rd.	88201

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
NM	Santa Fe	1365 Rufina Circle	87507
NV	Carson City	3198 N. Deer Run Rd Units 2-3	89701
NV	Elko	460 W. Silver Street #102	89801
NV	Fernley	400 Hwy 95A Suite 201	89408
NV	Henderson	1175 American Pacific Dr Ste B	89074
NV	Las Vegas	3271 S. Highland Dr Suites 713-714	89109
NV	Las Vegas	5720 S. Arville Suite 105	89118
NV	Minden	1587 US Hwy 395	89423
NV	North Las Vegas	4220 East Craig Units 2&7	89081
NV	Reno	950 Bennie Lane, Unit B	89512
NV	Reno	892 Maestro, Suite 103	89511
NV	Sparks	50 East Greg St. Suite 107	89431
OH	Akron	1785 Brittain Rd., Unit B	44310
OH	Akron	474 Locust St	44307
OH	Akron	2465 Romig Road	44320
OH	Alliance	2370 W. State St.	44601
OH	Ashland	2114 S. Baney Rd.	44805
OH	Ashtabula	2007 Aetna Rd.	44004
OH	Athens	1055 E. State St.	45701
OH	Bedford Heights	23196 Miles Rd Ste C	44128
OH	Bellefontaine	212 East Columbus Ave Ste 4	43311
OH	Boardman	6971 Southern Blvd. Ste B	44512
OH	Bowling Green	1342 Bellard Dr. Ste B	43402
OH	Brunswick	1270 W. 130th, Unit 100	44212
OH	Bryan	1217 E. High St.	43506
OH	Bucyrus	205 Stetzer Rd. South	44820
OH	Cambridge	61605 Southgate Parkway	43725
OH	Canal Winchester	8260 Howe Industrial Parkway	43110
OH	Canton	2791 Maret Street NE	44705
OH	Canton	206 Dueber Ave SW	44706
OH	Celina	443 West Logan Street	45822
OH	Chillicothe	260 E. Main St.	45601
OH	Cincinnati	7517 Vine Street	45216
OH	Cincinnati	1431 Glendale-Milford Rd	45215
OH	Cincinnati	1212 Gest Street	45203
OH	Cincinnati	885 Ohio Pike Suite A	45245
OH	Cincinnati	3036 W. GAlbraith Rd.	45239
OH	Circleville	24897 US Route 23S	43113
OH	Clayton	335 Smith Dr.	45315
OH	Cleveland	3843 Saint Clair Ave NE	44114
OH	Cleveland	3313 W 140th St.	44111
OH	Cleveland	5537 Canal Road	44125
OH	Columbus	2594 Johnstown Road	43219
OH	Columbus	1150 A Alum Creek Drive	43209
OH	Columbus	2234 Wilson Road	43228
OH	Coshocton	2171 Ostego Avenue	43812
OH	Dayton	2314 Stanley Ave.	45404
OH	Defiance	24174 Jewell Road	43512
OH	Delaware	2097 London Road Unit 1	43015
OH	East Liverpool	15765 State Route 170 Southwest	43920
OH	Eaton	2172 US Highway 127 N	45320
OH	Elyria	561 Cleveland St.	44035
OH	Fairborn	3989 Colonel Glenn Hwy Ste C	45324
OH	Fairfield	4101 Dixie Hwy	45014
OH	Findlay	7478 Rettig Rd.	45840
OH	Fremont	1615 N. River Rd.	43420
OH	Gallipolis	404 Silver Bridge Plz Ste 10	45631
OH	Grandview Heights	1235 Goodale Blvd.	43212
OH	Greenville	5445 S State Route 49	45331
OH	Harrison	10051 Simonson Avenue, Suite 2	45030
OH	Heath	2337 Hebron Road	43056
OH	Hudson	5170 Hudson Drive, Suite H	44236

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
OH	Jackson	425 McCarty Ln	45640
OH	Kenton	924 E Columbus St	43326
OH	Lancaster	439 West Fair Ave	43130
OH	Lebanon	801 West Main St	45036
OH	Lima	973A Industry Ave.	45804
OH	London	124 South Oak St.	43140
OH	Lorain	3000 Leavitt Rd	44052
OH	Mansfield	1159 West 4th Street	44906
OH	Mansfield	50 Sawyer Pkwy Suite A	44903
OH	Marietta	100 Ellsworth Ave	45750
OH	Marion	2080 Harding Hwy, East	43302
OH	Marysville	1032 Columbus Ave IndustPkwy	43040
OH	Massillon	1224 Erie St. S	44646
OH	Maumee	825 Ford St. Units 4&5	43537
OH	Medina	739 West Liberty St.	44256
OH	Mentor	8141 Tyler Blvd. A-4	44060
OH	Middleburg Heights	6925 Engle Road	44130
OH	Middletown	2926 Cincinnati Dayton Rd	45044
OH	Moraine	2020 W. Dorothy Lane	45439
OH	Mount Vernon	506 Harcourt Road	43050
OH	New Bremen	575 W Monroe Street	45869
OH	New Philadelphia	1325 Monroe Street N.W.	44663
OH	Newbury	12361 Kinsman Dr.	44065
OH	North Canton	4120 Shuffel Dr. Unit C	44720
OH	Northwood	2717 Tracy Rd.	43619
OH	Norwalk	461 Milan Ave. Ste 8	44857
OH	Orrville	427 Hostetler Rd.	44667
OH	Ottawa	820 N. Locust St.	45875
OH	Oxford	5154 College Corner Parkway	45056
OH	Portsmouth	3001 Scioto Trail	45662
OH	Ravenna	6087 State Route 14 Unit A	44266
OH	Richfield	5145 Brecksville Rd. Unit 104	44286
OH	Salem	2350 East State Street	44460
OH	Sandusky	3501 Venice Road	44870
OH	Sharonville	2529 Crescentville Road	45241
OH	Sidney	710 W. Russell Rd.	45365
OH	Springboro	848 Pleasant Valley Drive	45066
OH	Springfield	810 Bechtle Ave	45504
OH	Steubenville	742 North 7th Street	43952
OH	Streetsboro	9334 State Route 43	44241
OH	Strongsville	13191 Prospect Rd.	44149
OH	Tiffin	150 Benner Street	44883
OH	Toledo	821 Phillips Ave	43612
OH	Toledo	17 N. 11th St	43604
OH	Troy	20 Kings Chapel Drive North	45373
OH	Twinsburg	1927 E. Aurora Rd.	44087
OH	University Heights	2107 S Taylor Road	44118
OH	Upper Sandusky	205 Tarhe Trail	43351
OH	Urbana	1129 East US Highway 36	43078
OH	Urbancrest	3341 Centerpoint Drive Unit J	43123
OH	Van Wert	529 Bonnewitz Avenue	45891
OH	Wadsworth	257 S. Main St. Suite 102	44281
OH	Warren	668 North River Road	44483
OH	Washington Court House	1270 State Route 22 SW Ste 6	43160
OH	Wauseon	1369 N. Shoop Ave	43567
OH	Waverly	102 Victory Drive	45690
OH	Westlake	29275 Clemens Road	44145
OH	Wickliffe	29231 Euclid Ave	44092
OH	Wilmington	608 Davids Drive	45177
OH	Wooster	2708 Akron Rd.	44691
OH	Worthington	7059 Huntley Road	43229
OH	Xenia	130 S. Detroit Street	45385

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
OH	Youngstown	1083 N. Meridian Road	44509
OH	Zanesville	2560 E. Maysville Pike	43701
OR	Albany	2475 Ferry St SW	97321
OR	Astoria	3925 Abbey Ln Ste 400	97103
OR	Beaverton	9960 SW Arctic Dr.	97005
OR	Bend	1177 SE 9th Street	97702
OR	Bend	62860 Boyd Acres Road Suite A	97701
OR	Brookings	97986 Shopping Ctr Ave.	97415
OR	Central Point	4810 Table Rock Road Ste. 102	97502
OR	Clackamas	12360 SE Hwy 212	97015
OR	Coos Bay	1195 Newmark Ave Ste B	97420
OR	Corvallis	1490 SW 3rd St.	97333
OR	Eugene	730 Conger Street, Suite 2	97402
OR	Forest Grove	4115 24th Ave.	97116
OR	Grants Pass	1470 S.E. M St., Suite 1A	97526
OR	Hermiston	2055 North 1st Street Ste A	97838
OR	Hillsboro	1800 NE 25th Ave. Suite 1	97124
OR	Hood River	1645 Tucker Road	97031
OR	Island City	11310 Island Ave	97850
OR	Keizer	1340 Tandem Ave NE Ste 140	97303
OR	Klamath Falls	4100 Washburn Way	97601
OR	Lebanon	2175 S. Santiam Hwy	97355
OR	Mcminnville	1421 Lafayette Ave	97128
OR	Medford	4149 S. Pacific Hwy	97501
OR	Milwaukie	5811 SE International Way	97222
OR	Newberg	2401 E. Hancock St, Ste C7	97132
OR	Newport	121 N.E. Harney Street Ste. C	97365
OR	Ontario	267 S.E. 3rd St.	97914
OR	Oregon City	275 S. Beavercreek Rd S-A102	97045
OR	Portland	2196 SE 182nd	97233
OR	Portland	8501 N. Albina Ave.	97217
OR	Portland	6650 N. Basin Ave.	97217
OR	Portland	308 SE Taylor	97214
OR	Portland	2901 NW Front Avenue SuiteC	97210
OR	Portland	14325 NE Airport Way #105	97230
OR	Redmond	1611 SW 1st. St. Unit B	97756
OR	Roseburg	239 Industrial Drive	97470
OR	Salem	2980 19th St. SE Suite 170	97302
OR	Sandy	39565 Proctor Blvd.	97055
OR	Springfield	4660 Main St. Building C Suite 420	97478
OR	The Dalles	210 Webber St.	97058
OR	Tualatin	20190 SW 112th Avenue	97062
OR	Wilsonville	25599 SW 95th Ave Ste F	97070
OR	Woodburn	2225 North Pacific Hwy Ste B	97071
RI	Cranston	2158 Plainfield Pike, Unit 3	02921
RI	East Providence	2312 Pawtucket Ave.	02914
RI	Greenville	7 Commerce Street, Unit 2	02828
RI	Warwick	83 Vermont Ave., Unit 7	02888
RI	Westerly	114 Granite Street Unit 1	02891
RI	Woonsocket	840 Cumberland Hill Rd Unit105	02895
SC	Aiken	1450 Columbia Hwy North	29801
SC	Anderson	403 McGee Road	29625
SC	Camden	845 Broad Street	29020
SC	Charleston	2301 Cosgrove Avenue	29405
SC	Columbia	1601 Shop Road Suite J	29201
SC	Columbia	550 Clemson Road	29229
SC	Conway	2010 North Main Street	29526
SC	Darlington	408 Hyde Pk Rd/Hwy 52 Bypass	29532
SC	Duncan	150A P & S Court	29334
SC	Duncan	1865 E Main St	29334
SC	Easley	404 Ross Ave	29640
SC	Florence	2021 N Cashua Drive	29501

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
SC	Florence	1352 JAMES JONES AVE	29505
SC	Gaffney	1514 Old Georgia Hwy Ste B	29341
SC	Georgetown	309 Reservior Street	29440
SC	Greenwood	2511 HWY 72-221	29649
SC	Holly Hill	963 Gardener Blvd	29059
SC	Lancaster	1770 Hwy 521 By-Pass South	29720
SC	Laurens	22452 HWY 76 East	29360
SC	Moncks Corner	617 East Main Street	29461
SC	Mt Pleasant	469 Longpoint Road	29464
SC	Myrtle Beach	1580 Stockholder Ave, Unit C	29577
SC	Newberry	658 Wilson Road	29108
SC	North Charleston	7178 Cross County Rd Ste#101	29418
SC	Orangeburg	1849 Joe S. Jeffords Hwy	29115
SC	Piedmont	7108 Augusta Rd Ste A	29673
SC	Ridgeland	6983 North Okatie Highway Suite F	29936
SC	Rock Hill	641 Celriver Road	29730
SC	Seneca	512 West North St.	29678
SC	Simpsonville	1021 Old Stage Rd Ste B	29681
SC	Spartanburg	650 Buffington Road	29303
SC	Summerville	412 E. 5th North St.	29483
SC	Sumter	800 East Liberty Street	29153
SC	Taylors	2854 Wade Hampton Blvd, Ste A	29687
SC	Walterboro	1002 North Jefferies Highway	29488
SC	West Columbia	3914 Platt Springs Road	29170
SD	Aberdeen	6 Nth Dakota Street Suite 100	57401
SD	Brandon	805 9th Avenue North	57005
SD	Brookings	1321 Main Avenue South	57006
SD	Fort Pierre	611 West Hwy 34 & 14	57532
SD	Huron	355 Market St. W	57350
SD	Madison	433 SE 12th St. Suite 102	57042
SD	Mitchell	501 East Juniper Ave.	57301
SD	Rapid City	1550 Samco Road	57702
SD	Sioux Falls	1210 E Benson	57104
SD	Sioux Falls	27074 Henry Pl.	57108
SD	Spearfish	2735 1st Ave Ste. 109	57783
SD	Watertown	1123 9th Ave SW	57201
SD	Yankton	1101 Broadway Ave Suite 117	57078
TN	Adamsville	234 N. Maple St.	38310
TN	Athens	602 N. Congress Parkway	37303
TN	Brownsville	110 Bank Drive	38012
TN	Chattanooga	3740 Powers Court Suite 200	37416
TN	Chattanooga	4716 Rossville Blvd.	37407
TN	Clarksville	190 West Dunbar Cave Rd.	37040
TN	Cleveland	815 South Lee Hwy SW	37311
TN	Clinton	102 E Centre Stage Bus Park	37716
TN	Collierville	310 Moore Lane, Suite 101	38017
TN	Columbia	107 Wayne St.	38401
TN	Cookeville	1308 East Spring Street	38501
TN	Covington	260 Industrial Rd N	38019
TN	Crossville	372 Woodlawn Rd	38555
TN	Dayton	200 Able Towne Place	37321
TN	Dickson	1 Reserve Road	37055
TN	Dresden	134 Pikeview Street	38225
TN	Dyersburg	1601 Forrest Street	38024
TN	Elizabethton	2120 West G Street	37643
TN	Fayetteville	1404 Huntsville Highway	37334
TN	Franklin	96B Beasley Drive	37064
TN	Gallatin	574 South Water Ave.	37066
TN	Greeneville	730 W. Andrew Johnson Hwy	37743
TN	Jackson	124 B N Conalco	38301
TN	Jackson	739 Airways Blvd.	38305
TN	Johnson City	2920 East Oakland Avenue	37601

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
TN	Kingsport	900 Wilcox Ct.	37660
TN	Knoxville	3545 Papermill Road	37909
TN	Knoxville	742 North Hall Of Fame Drive	37917
TN	La Vergne	500 Waldron Rd. Ste 800	37086
TN	Lebanon	604 E Main St	37087
TN	Lexington	70 A North Main	38351
TN	Loudon	155A Natalie Blvd	37774
TN	Madison	433 Myatt Dr	37115
TN	Maryville	411 Home Ave.	37801
TN	Mc Minnville	4127 Manchester Hwy	37110
TN	Memphis	976 Brooks Road	38116
TN	Memphis	5466 Hwy 51	38127
TN	Memphis	1749 Cherokee Blvd.	38111
TN	Memphis	5103 Raleigh-LaGrange	38134
TN	Milan	2025 W. Van Hook	38358
TN	Morristown	1115 W. Morris Blvd	37813
TN	Murfreesboro	1056 Seals Way Unit G H I	37129
TN	Nashville	1120 Elm Hill Pike, Suite 160	37210
TN	Nashville	7004 Westbelt Dr	37209
TN	New Tazewell	713 N. Broad St.	37825
TN	Oak Ridge	228 Midway Lane	37830
TN	Oneida	18025 Alberta St.	37841
TN	Paris	3650 Hwy 641 S	38242
TN	Portland	804 North Broadway	37148
TN	Pulaski	1672 West College Street	38478
TN	Sevierville	1012 Old Knoxville Hwy Ste 1	37862
TN	Shelbyville	105 Northside Park Dr.	37160
TN	Springfield	1015 Bradley Dr. Ste. 10	37172
TN	Tullahoma	205 Industrial Boulevard	37388
TN	Union City	2409 West Main Street	38261
UT	American Fork	767 Auto Mall Drive, Unit 11	84003
UT	Cedar City	2130 West HWY 56 Ste. A	84720
UT	Heber City	2210 S Highway 40 Ste F	84032
UT	Layton	1510 West Gordon Ave.	84041
UT	Logan	642 North 1000 West Su.#109	84321
UT	Murray	4425 South 500 West, Suite A	84123
UT	Naples	1390 E. 1300 S.	84078
UT	North Salt Lake	130 South Redwood Rd. Bldg. A	84054
UT	Ogden	2532 South 1760 West Suite 101	84401
UT	Orem	1355 W. 800N.	84057
UT	Pleasant View	2710 North 1600 West Ste C	84404
UT	Price	340 West 600 South	84501
UT	Provo	765 S. University Ave St.	84601
UT	Richfield	322 S. Main St.	84701
UT	Salt Lake City	1348 South Redwood Road	84104
UT	Salt Lake City	1605 West 2100 South	84119
UT	Salt Lake City	5570 West 1730 South Suite#700	84104
UT	Sandy	9706 S. Sandy Parkway	84070
UT	Spanish Fork	1958 N Main, Unit #1	84660
UT	St George	389 N. Industrial Suite 9	84770
UT	Tooele	919 N. Main St.	84074
UT	Tremonton	190 South 200 West Street	84337
UT	West Jordan	5320 W Wells Park Rd, Unit #12	84088
VT	Bennington	452 Morse Road	05201
VT	Brattleboro	36 Noah's Lane	05301
VT	Lyndonville	1718 Industrial Parkway	05851
VT	Middlebury	658 Exchange Street	05753
VT	Montpelier	46 Gallison Hill Road	05602
VT	Morrisville	125 Munson Ave	05661
VT	Newport	30 Industrial Drive	05855
VT	Rutland	275 North Main St. Rt 7 North	05701
VT	Saint Albans	120 Swanton Road	05478

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
VT	White River Junction	1401 Route 14	05001
VT	Williston	173 Leroy Drive	05495
VT	Winooski	450 Weaver St Ste 6	05404
WA	Airway Heights	11011 W. 21st Ave Ste 4&5	99001
WA	Anacortes	2915 T Ave Unit 10 Street 2	98221
WA	Arlington	6205 192nd St NE	98223
WA	Auburn	1508 O Street SW, Suite 112	98001
WA	Auburn	1439 West Valley Hwy N Ste#1439	98001
WA	Bellevue	1612 130th Ave NE	98005
WA	Bellingham	1975 Midway Ln. Suite A	98226
WA	Bothell	17903 Bothell Everett Highway	98012
WA	Bremerton	634 North Callow Avenue	98312
WA	Bremerton	1463 Dawn Road # B	98311
WA	Burien	13437 1st Ave. S.	98168
WA	Burlington	1625 South Walnut Street	98233
WA	Chehalis	1101 NW State Street	98532
WA	Ellensburg	2060 Vantage Highway, Ste 35	98926
WA	Enumclaw	408 Roosevelt	98022
WA	Everett	3301 Cedar St.	98201
WA	Ferndale	6920 Salashan Pky	98248
WA	Fife	2519 Pacific Hwy East Unit D	98424
WA	Hoquiam	718 28th Street, Unit D	98550
WA	Kennewick	4434 Clearwater Ave	99336
WA	Kent	21120 77th Ave S.	98032
WA	Kent	21904 84th Ave. South	98032
WA	Kirkland	11145 120th Ave NE	98034
WA	Lakewood	9316 Lakeview Ave, SW	98499
WA	Longview	902 Industrial Way Ste 101	98632
WA	Monroe	14286 169th Dr. SE Suite #2	98272
WA	Moses Lake	318 East Broadway	98837
WA	Mount Vernon	3302 Cederdale Road SteD500	98274
WA	Mountlake Terrace	7116 220th Street SW	98043
WA	Mukilteo	11524 Mukilteo Speedway	98275
WA	North Bend	44027 SE Tanner Rd Ste B	98045
WA	Oak Harbor	618 Oak Street Unit B	98277
WA	Olympia	6706 Martin Way East	98516
WA	Pasco	1115 N. Oregon Ave, Suite A	99301
WA	Port Angeles	1014 Marine Dr.	98363
WA	Port Hadlock	11526 Rhody Dr	98339
WA	Puyallup	101 23rd St. SE Unit B3	98372
WA	Redmond	9145 Willows Road	98052
WA	Renton	1000 SW 34th Street Ste L	98057
WA	Richland	1010 Lee Blvd.	99352
WA	Seattle	624 South Lander St.	98134
WA	Seattle	5000 1st Ave. S	98134
WA	Seattle	2229 7th Avenue	98121
WA	Seattle	920 NW Leary Way	98107
WA	Spokane	3808 N. Sullivan Rd.	99216
WA	Spokane	3712 E. Sprague Avenue	99202
WA	Spokane	6720 North Pittsburg	99217
WA	Sumner	3025 142nd Ave E Bldg A	98390
WA	Sunnyside	1818 E. Edison Ave	98944
WA	Tacoma	1819 112th St.East UnitE	98445
WA	Tacoma	2628 South Tacoma Way	98409
WA	Tumwater	2733 Crites Street SW	98512
WA	Union Gap	3001 Main Street	98903
WA	Vancouver	6300 NE St James Rd Ste 102	98663
WA	Vancouver	17720 SE Mill Plain Blvd Ste 140	98683
WA	Vancouver	906Harney St. Suite B	98660
WA	Walla Walla	1919 E. Isaacs Avenue	99362
WA	Wenatchee	1205 Walnut Street	98801
WA	Woodinville	16110Woodinville-RedmondRdNE	98072

List of Local Fastenal Stores

(within the 32 WSCA participating states)

State	City	Address	Zip
WA	Woodland	323 Davidson Ave PO Box1950	98674
WA	Yakima	516 West Lincoln Avenue	98902
WV	Beckley	606 South Eisenhower Drive	25801
WV	Belle	2700 E. Dupont Ave.	25015
WV	Benwood	20-48th Street	26031
WV	Bluefield	4160 Big Laurel Hwy	24701
WV	Bridgeport	RR6 Box 486	26330
WV	Buckhannon	242 S. Kanawha St.	26201
WV	Danville	1200 Smoot Ave	25053
WV	Dunbar	7000 Fairlawn Ave.	25064
WV	Elkins	479 Beverly Pike	26241
WV	Huntington	2054 3rd Ave.	25703
WV	Hurricane	3501 Teays Valley Rd.	25526
WV	Martinsburg	2159 Suite C. Winchester Ave.	25405
WV	Morgantown	1433 Earl L. Core Rd.	26508
WV	Parkersburg	1814 12th Ave.	26101
WV	Ravenswood	1100 Washington Street	26164
WV	Summersville	901 Broad Street Suite 100	26651
WV	White Hall	66 Spencer Dr.	26554

FASTENAL®

Supply Chain Lean Transformation

Are you familiar with the 24 to 48 hour paradox?

The 24 to 48 hour paradox occurs in a reactive supply chain, where spot buys and urgent needs become the dominant practice. In an effort to address this, customers demand shorter and shorter lead times. The current industry best practice for transactional suppliers is 24 to 48 hours via UPS and FedEx. This situation is exasperated by the transactional supplier's reporting, which provides history of who, what and when, but does not anticipate future needs.

The paradox is that, because most needs can be accommodated within 24 to 48 hours, users fail to adequately plan or do not have the information upon which to identify demand trends. Meanwhile, there is no incentive for the transactional supplier to anticipate future needs – they cannot respond any faster than 24 hours and are therefore content to remain in the broken system. So, the cycle feeds upon itself in an inescapable circle of urgent demand, satisfied by 24 to 48 hour supply.

For a *strategic* supplier, it's not enough to merely respond to urgent demands; instead, they are compelled to drive out the constraints created by users having to wait one to two days for supplies and spare parts. In short, the strategic supplier is not satisfied until the waste of downtime is eliminated by having what you need, *when* you need it, from inventory stocked locally for pick-up/same day delivery – OR *before* you need it, at the point of use, through vending and VMI solutions.



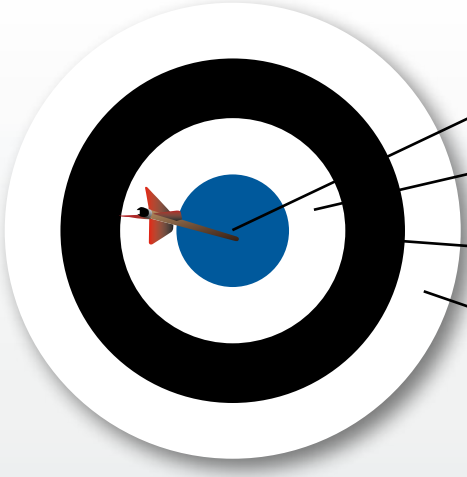
WSCA
Western States Contracting Alliance

FASTENAL®

Supply Chain Lean Transformation

New Customer

- No purchase history to drive local inventory stocking model
- Fastenal's distribution system is designed to grow the "inner circle" by stocking high-use and critical items locally for same-day availability



SAME DAY delivery on standard store stocked inventory

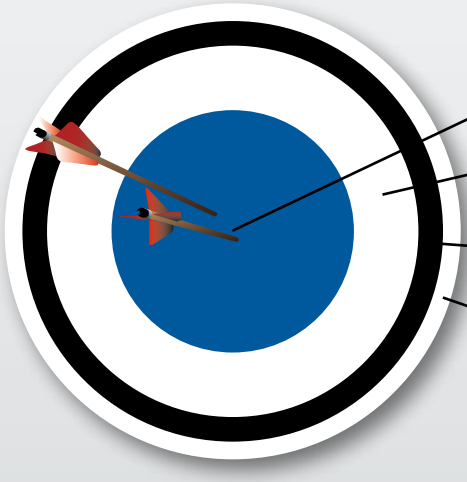
24 to 48 hour delivery on non-standard distribution center stocked inventory

24 to 72 hours on e-commerce direct ship via UPS or FedEx. More than 300,000 SKUs

5 to 10 day delivery on non-standard inventory. Millions of SKUs available

1 to 3 Months

- Purchase history and reporting drive local inventory stocking model; trends begin to emerge
- Based on trends, more standard and non-standard inventory is stocked locally to anticipate needs
- Increased same-day and 24 to 48 hour delivery
- Diminishing stock outages and emergency buys



SAME DAY delivery on standard store stocked inventory

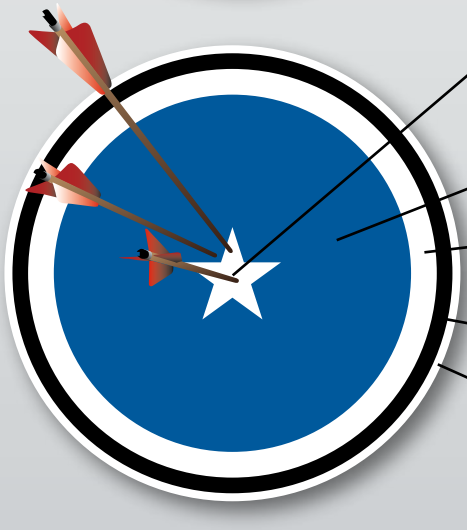
24 to 48 hour delivery on non-standard distribution center stocked inventory

24 to 72 hours on e-commerce direct ship via UPS or FedEx. More than 300,000 SKUs

5 to 10 day delivery on non-standard inventory. Millions of SKUs available

3 to 6 Months

- Purchase history and reporting establish local stocking model and anticipate usage
- VMI and Vending place product at point of use BEFORE needed
- Same-day and 24 to 48 hour inventory used to replenish min/max levels
- Significant cost savings realized
- Reduced total cost of ownership
- Spot buys and emergencies rare



VMI and Vending place product at point of use BEFORE needed



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