



GOVERNMENT
CONTRACTS & RESOURCES

THE POWER OF PARTNERSHIP

At Fastenal, we do more than pack and ship orders. We engage locally to understand your challenges and goals. We strive for long-term partnership built on measurable results and continuous improvement. And we invest in your success with dedicated personnel, custom in-market inventory, and innovative technology – resources you can leverage to drive a meaningful reduction in the total cost of ownership of your MRO spend. Looking for a strategic supply partner to help you maximize your purchasing and labor dollars?

We're ready to help you spend less and do more for your community. >>>

Local Service



In-market inventory & personnel to support your daily supply needs.

Product Offering



Consolidate and simplify purchasing across multiple categories.

State & Cooperative Contracts



Utilize your state or local contract to drive compliance and cost savings.

Inventory Management Solutions



A toolbox of solutions to reduce inventory, touches, and total costs.

e-Business



Solutions to simplify ordering, job costing, and other processes.

Onsite



A fully-customized 'branch' 100% focused on your facility.

Services



Adding value far beyond the product sale.

Disaster Preparedness



Helping you create and execute an effective action plan.

Sustainability



Products and programs to support your environmental initiatives.

BENEFITS OF A FASTENAL SUPPLY PROGRAM



At the end of the day, what's important for us is making sure our customers and students are taken care of. But another important piece is taxpayer money. Community members *are* always asking us to run the school district like a business. Well, we are running it like a business. We focus on what we do best, and we bring in partners like Fastenal to do what they do best – efficiently distributing parts and supplies so we can make repairs at a very low cost.

Director of Facilities and Maintenance
Fastenal Government Customer



Speed



Leverage our local stocking and service model to eliminate inventory outages and shorten lead times for spot-buy needs.

Productivity



Rely on our service and solutions to keep employees focused on the job, not the products needed to do it.

Engagement



Trust our local team to understand the nuances of your operation, anticipate your needs, and drive continuous improvement.

Insight



Use our vending and e-business solutions to bring visibility to your inventory, usage, and spend.

Savings



Take advantage of our contract vehicles, category expertise, and inventory solutions to attack TCO from all angles.

Innovation



Work with a proven change agent to introduce lean concepts and the latest technology solutions.

THE MACHINE BEHIND YOUR LOCAL TEAM

With a network of regional DCs, company-owned trucks, and local branches, we're able to provide an extremely short, efficient supply chain for your organization. If it's a planned need, it will be stocked regionally and locally (or if preferred, onsite) to anticipate your needs. In addition, a broad range of high-demand unplanned needs are staged for same-day or one-day fulfillment.



Our 'feet-on-the-street' model means faster fulfillment and fewer delays for your operation.



14 regional distribution centers



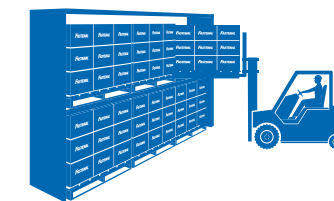
140 million successful transactions



650 heavy trucks **8,300+** local delivery vehicles
148 million miles delivered



3,200+ in-market locations




12.7 million sq. ft. of in-market stocking space



150,000+ active point-of-use solutions


PRODUCT OFFERING

▶ Looking to save time and boost your buying power? Tap into our broad-line MRO offering to consolidate, leverage, and simplify purchasing across multiple categories.

VALUE

Use our category management process to eliminate overlapping SKUs, switch to lower-cost alternatives, and reduce waste and redundancy in your MRO spend.



AGILITY

With a balanced supplier network and a willingness to source 'outside the catalog,' we can quickly procure special items to meet your needs.



SAFETY

Work with our certified safety specialists to test and select the best products for the job in terms of protection, lifetime cost, and productivity.

- ✪ Abrasives
- ✪ Electrical
- ✪ HVAC & Refrigeration
- ✪ Lubricants, Coolants & Fluids
- ✪ Motors
- ✪ Packaging & Shipping Products
- ✪ Pumps
- ✪ Tools & Equipment
- ✪ Adhesives, Sealants & Tape
- ✪ Fasteners
- ✪ Hydraulics
- ✪ Machinery
- ✪ Office & Breakroom Supplies
- ✪ Plumbing
- ✪ Raw Materials
- ✪ Test & Measurement
- ✪ Cut Metal
- ✪ Fleet & Automotive
- ✪ Janitorial & Cleaning
- ✪ Material Handling, Lifting & Rigging
- ✪ Outdoor Products & Equipment
- ✪ Pneumatics
- ✪ Safety
- ✪ Welding
- ✪ Electric/Battery
- ✪ Hardware
- ✪ Lighting
- ✪ Mil-Spec
- ✪ Paint & Painting Supplies
- ✪ Power Transmission
- ✪ Security



With Equalis Group, public organizations **Demand More** from the procurement process. Utilizing the lead public agency contracting model, Equalis Group brings compliance, cost savings and unmatched efficiencies to the purchasing process.

Our goal is to provide your organization with competitively solicited contracts for products and services that meet your strategic procurement goals. We know how important compliance is for our public sector members. Our contracts are competitively bid in compliance with public sector procurement standards. Equalis Group membership is open to all public sector entities, including local governments, K-12 schools, higher education, and state agencies.

To learn more, go to www.equalisgroup.org ►

INVENTORY SOLUTIONS



Solutions to reduce **delays, consumption, and total costs.** ▶



🔍 SIMPLIFY

Our local team can execute a custom inventory management program to ensure a consistent flow of product – the right amount, when and where you need it.



🔒 CONTROL

Our vending technology brings visibility and control to consumables of all shapes and size – from PPE and wide-ranging MRO items to abrasives and cutting tools. Utilize a simple cloud dashboard to set access controls and analyze usage by individual employees and data points you define (e.g., work orders or GL codes).



📈 TRACK

We also offer solutions to automate the check-out and return process. Connect each asset to the current user and receive alerts when items are due back, creating complete accountability.



📊 ANALYZE

Utilize our reporting tools to visualize inventory by location, understand usage patterns, and guide purchasing decisions.

e - BUSINESS

We offer solutions that transcend the typical drop-ship e-commerce model, leveraging our local presence and strategic service to provide faster fulfillment, greater visibility, and deeper value. This includes innovative tools on our e-commerce site (Fastenal.com) as well as custom B2B integration solutions.



PUNCHOUT SOLUTIONS

Our B2B punch-out solutions make it easy to order Fastenal products and exchange business documents within your own purchasing system.

- ✓ Customizable view of products by category, sub-category, and SKU
- ✓ Uniform contracted pricing for all sites and users
- ✓ Automated approval workflow
- ✓ Easy-to-use search
- ✓ Time-saving order management features like eQuotes and Order Templates
- ✓ Custom product messaging and filters (e.g., preferred items)

Custom Reporting

Want to drill down into usage trends within your facilities? Looking to illuminate purchasing patterns and cost savings opportunities? Are there sustainability or social responsibility requirements you need to track and measure? We can craft custom reporting that brings visibility to YOUR unique goals and priorities.

FAST 360SM



A dynamic view of your activity, inventory, and overall business with Fastenal (available on Fastenal.com)

My Business

A 'blueprint' of how Fastenal-managed inventory is organized by location. Pull up device planograms to view exactly where the product resides within your Fastenal bin stock and vending solutions.

My Spend

A set of tools to help you analyze your spend by facility, sales channel (bin stock, vending, EDI, branch, web), and/or product category. Drill down to an individual category or part to understand the spend dynamics behind it.

My Inventory

A dynamic view of the Fastenal-managed inventory across your facilities. Search for parts by product category, sales channel, and location, all the way down to an individual bin or vending position.

ONSITE



Looking to step away from the costs and burdens of MRO inventory management? With an onsite partnership, we can create a 'branch' with a single focus: run a world-class supply chain for your operation. Each of our onsite programs is tailored to the customer need, but all share a few common elements: full-time Fastenal personnel, consigned inventory, and a true partnership mindset focused on common goals, open communication, and shared success.

Why Fastenal Onsite?



REDUCE COSTS

Drive down expenditures through leveraged buying power, consumption control, reduced freight, product substitutions/standardization, and a lower markup structure (reflecting the efficiencies of our onsite service model).



OPERATE MORE EFFICIENTLY

Fastenal brings decades of experience in quality/source control, critical spares management, inventory planning, and point-of-use supply flow. Leverage our expertise to elevate your operation.



MAXIMIZE LABOR DOLLARS

Capture time and energy by relying on our team to manage your inventory, handle daily needs, and provide solutions that reduce waiting and 'windshield time.'



MEASURE AND IMPROVE

An onsite implementation is the beginning of a continuous improvement journey. Our mission: a transformative program that only gets better over time.



Jody Dumas

*Executive Director of Facilities Planning and Construction
School Board of Sarasota County*

Responsibilities: maintenance and custodial operations along with long-range planning and construction

“For us, it's a hands-off approach for parts and supplies. And that's really what I wanted to have in the district – to have Fastenal come in, be integrated with our entire operation, and be able to get parts where we need them, when we need them, and how we need them. I'm a pretty demanding customer, so I asked that of them, and they've done a great job of doing that for us.”

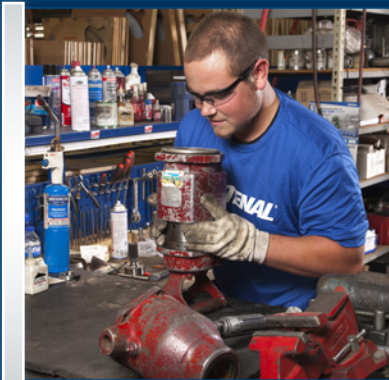
SERVICES

▶ Looking for additional ways to capture time, reduce costs, and improve workplace safety? Fastenal offers a range of services to provide value that goes beyond the product sale.



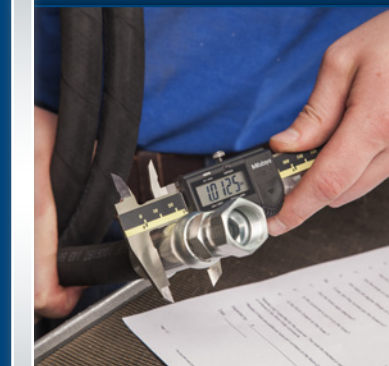
SAFETY CONSULTATION

Our QSSP-certified safety specialists are available to answer your OSHA-related questions, provide site evaluations and trainings, and assist with projects ranging from category optimization to ladder inspections.



TOOL REPAIR

Fastenal is an authorized service center for most industrial brands of electric, cordless, pneumatic, and powder-actuated tools. Tools can be serviced as part of a scheduled program to reduce downtime and replacement costs.



HOSE FABRICATION

We can crimp, test, and label virtually any type, quantity, or length of hose you require, from low-pressure air hose to high-pressure hydraulic hose.



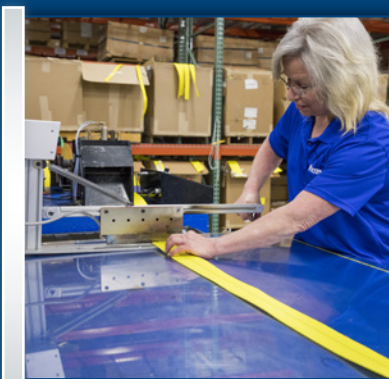
HOIST REPAIR & CERTIFICATION

We also service nailers and pipe threaders as well as electric, pneumatic, manual, and lever hoists, helping you improve safety and extend product life.



CUSTOM LOGO SAFETY GEAR

Your logo or text can be added to our Body Guard® line of vests, eyewear, hard hats, and t-shirts. Pre-printed products can be stocked in our local hub – order what you need, when you need it.



CUSTOM SLINGS FABRICATION & INSPECTION

Fabrication of chain, synthetic, and wire rope slings in a variety of configurations to meet your needs. Includes EquipRiteUSA® product, proudly made in the USA.

SUPPLIER DIVERSITY

MADE SIMPLE

Fastenal's Supplier Diversity program facilitates the demand for small and/or diverse business advocacy among city, state, and local government entities. To meet your compliance needs, we've partnered with qualified suppliers in every product category.

2ND TIER PROGRAM

We're committed to building supply chain relationships with qualified small and/or diverse businesses to the maximum extent possible without compromising our standards for quality and reliability. The program is not limited to just woman-owned and minority-owned business enterprises. We also offer products supplied by small businesses, small disadvantaged businesses, veteran-owned and service disabled veteran-owned businesses, HUBZone, LGBT, AbilityOne, Aboriginal, and Indian or tribally-owned certified businesses.

1ST TIER PROGRAM

Do you have a very high demand for diversity spend? Through our 1st tier program, we've created alliances with small businesses that serve as authorized channels of distribution for Fastenal's products and services. Our full line of fasteners and industrial supplies are available for purchase through an authorized reseller, which becomes the vendor of record for all transactions through the program.

BLUE TEAM[®] RESPONDS



Our local team is ready to provide the supplies you need to prepare for, respond to, and recover from the next natural disaster – from tools and generators to PPE, water, and first-aid items.

Consult with Fastenal's government specialists to hone your emergency response plan. And rely on our local supply chain and 'feet on the street' to deliver critical supplies under difficult conditions.

From hurricanes and tornadoes to wildfires and winter storms – when disaster strikes, the Blue Team Responds.

SUSTAINABILITY

With a combination of **green products, recycling programs, and efficient supply processes**, Fastenal is ready to drive your sustainability goals.

RECYCLING PROGRAMS

Implementing a recycling program doesn't have to be difficult or expensive. Utilize our vendor partnership programs to introduce turnkey recycling solutions for a variety of materials.



Recycling of nitrile gloves and single-use apparel



Prepaid packaging to ship hazardous materials for recycling



Reclaims used metal and scrap for the purpose of processing into new metal



Garment recycling program



Ink & toner recycling

Green Products, Clear Visibility

Looking to drive sustainability across multiple categories? We maintain a comprehensive green product offering from key vendors for national distribution. This includes items that promote sustainability through energy conservation, green cleaning and maintenance, waste reduction, and water conservation. We can also provide custom reporting to help you track green product purchases and monitor progress toward your sustainability requirements or goals.

Supply Chain Efficiency

Sustainability is an intrinsic feature of our service model. When you partner with Fastenal to avoid over-consumption, obsolete inventory, redundant purchases, expedited ordering, and overlapping deliveries from multiple vendors, you're taking waste out of your operation *and* the environment – with fewer materials consumed and fewer carbon emissions produced.



GREEN MACHINES

Vending typically drives around a 25% reduction in product consumption through automated controls and reporting. If you apply that rate to Fastenal's total vended sales (around \$1 billion per year), that's an estimated \$130 million worth of product that is *not* packaged and transported, *not* consumed, and *not* destined for a landfill.



DEDICATED SERVICE **BUILT ON TRUST**

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