

## Fastenal Value Proposition for National Purchasing Partners Members

### LOCAL AVAILABILITY & SERVICE / LOGISTICS

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

### PRODUCTS

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

### PRICING

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

### FEATURES / BENEFITS

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

### VALUE ADDED SERVICES

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



**CONSTRUCTION**



**VENDING CAPABILITIES**



**NATIONWIDE CUSTOMER SERVICE**

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

#### HOW TO REGISTER

- Go to [www.mynpp.com](http://www.mynpp.com).
- Click "Join Now".
- Select "Construction" from the dropdown menu.

Complete the registration form.

#### CUSTOMER SERVICES

800.810.3909

[customerservice@mynpp.com](mailto:customerservice@mynpp.com)

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

[nppmember@fastenal.com](mailto:nppmember@fastenal.com)

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

### Fasteners

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

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



### Tools & Equipment

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

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



### Safety

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

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



### Material Handling, Storage & Packaging

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

Leg Levelers, Vibration Pads, Tube Ends, & Caps  
Drum & Drum Handling Equipment  
Tool Crib Management Systems & Accessories



### Chemicals & Paints

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

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



### Cutting Tools & Metalworking

Holemaking and Drilling  
Milling Products  
Threading and Tapping  
Reamers  
Tooling Components  
Turning Products  
Countersinks and Center Drills  
Collets, Chucks and Accessories  
Band Saw Blades  
Annular Cutter Products

Broaches and Accessories  
Router Bits  
Precision Measuring Tools  
Fabrication Machinery & Equipment



### Electrical

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

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



### Abrasives

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

Sand Blasting Equipment  
Production Abrasives  
Buffing & Polishing Products



### Hydraulics & Pneumatics

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

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



### Janitorial

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

Mops & Mopping Equipment  
Foodservice  
Disposables  
Squeegees & Window Cleaning Equipment



### Lifting & Rigging

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

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



### Power Transmission & Motors

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

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



### Office Products & Furniture

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

Computer Stands  
Mail Sorters  
Coat Hooks & Racks  
Moving Products



### Plumbing

Fittings  
Flanges, Gaskets & Materials  
Restroom & Plumbing Fixtures  
Valves & Valve Accessories  
Pipe Equipment  
Pipe & Pipe Accessories  
Tubing  
Push-to-Connect  
Fittings

Hose & Hose Products  
Drain Cleaning & Accessories  
Plumbing Pumps & Equipment  
Industrial Food Service  
Plumbing Fixtures  
Water Filters & Accessories  
Water Testing Tools & Accessories



### Fleet & Automotive

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

Standard Replacement Parts  
Fleet Filters & Accessories



### HVAC

Air Treatment  
Ventilation  
HVAC Test Instruments  
HVAC Controls  
Heating Equipment

A/C & Refrigeration  
HVAC Tools  
Valves & Accessories



### Raw Materials

Bars  
Sheet Stock Material  
Extruded T-Slot & Accessories  
Precision Ground Flat Stock  
Wire Coils & Spools  
Drill Rod  
Tubes & Tubing

Balls  
Industrial Flooring Products  
Angles  
Foil  
Blanks

Look for these exclusive brands, available only at Fastenal.

### GREEN AND SUPPLIER DIVERSITY SOLUTIONS AVAILABLE



For more information contact: [suppliercert@fastenal.com](mailto:suppliercert@fastenal.com) or [gogreen@fastenal.com](mailto:gogreen@fastenal.com)