



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header

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## General Information

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Procurement Folder: 244354

Procurement Type: Central Master Agreement

Vendor ID: 000000184243

Legal Name: FASTENAL CO

Alias/DBA:

Total Bid: \$0.00

Response Date: 09/13/2016

Response Time: 12:50

SO Doc Code: CRFQ

SO Dept: 0212

SO Doc ID: SWC1700000002

Published Date: 9/6/16

Close Date: 9/13/16

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum No. 02: FASTEN16-  
Fasteners and Fastening Devices

Total of Header Attachments: 0

Total of All Attachments: 0



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Solicitation Response

Proc Folder : 244354

Solicitation Description : Addendum No. 02: FASTEN16- Fasteners and Fastening Devices

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-09-13 13:30:00	SR 0212 ESR09131600000001044	1

VENDOR

000000184243  
FASTENAL CO

Solicitation Number: CRFQ 0212 SWC1700000002

Total Bid : \$0.00 Response Date: 2016-09-13 Response Time: 12:50:16

Comments:

FOR INFORMATION CONTACT THE BUYER

Jessica S Chambers  
(304) 558-0246  
jessica.s.chambers@wv.gov

Signature on File

FEIN #

DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Pricing per the attached Pricing Page (Exhibit A)	0.00000	EA	\$71,113.300000	\$0.00

Comm Code	Manufacturer	Specification	Model #
31162400			

Extended Description :	Please see attached pricing page for pricing information.
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### WE ARE WHERE YOU ARE. IN YOUR STATE, IN YOUR COMMUNITY

We are 93 people in West Virginia committed to **Growth Through Customer Service®**. Because we are where you are, we're able to respond proactively, consistently and urgently to your needs. When you purchase facilities maintenance 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.

Because we're local, we're able to:

- Make deliveries and regular service calls
- Anticipate your usage patterns and plan accordingly
- Manage your inventory
- Think on our feet to solve problems and suggest improvements



## 2,400+



STORES  
IN NORTH  
AMERICA

OVER 16,000+ EMPLOYEES  
IN NORTH AMERICA



17 Stores in  
West Virginia

## \$3,308,319



Payroll paid to 93  
State Residents



**\$7,883,002**  
Taxes, Licenses  
& Fees\* Paid



**\$673,778**  
Rent Paid



**\$118,952**  
Utilities Paid

#### Fastenal's Small Business Suppliers in the State of WV.\*\*

Number of Small Business Suppliers*** in WV	20
Spend with Small Business Suppliers in WV	\$1,613,903

\*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.

\*\*Figures based off of top 3,000 suppliers in 2015. Email [suppliercert@fastenal.com](mailto:suppliercert@fastenal.com) for more information.

\*\*\*See NAICS codes and size standard list at 13 CFR Part 121.201 via <http://sba.gov/size>

For more information, visit <http://investor.fastenal.com/index.cfm>

#### State Information:

Federal Tax ID:	41-0948415
State ID:	133217
Date Registered to do business:	11/26/90

**Nationwide we employ more than 16,000 people  
in our 2,403 stores and 11 distribution centers.  
In 2015, our net sales were 3.9 billion.**

## WEST VIRGINIA'S TOTAL ECONOMIC IMPACT: \$11,984,050.22

### fastenal.com

- View product categories and pricing available through your contract
- Advanced account management options – order templates, workflow, and admin rights, spending control, and MORE!
- Edit and approve eQuotes from your local Fastenal store
- Flexible delivery options: will call, local delivery, direct to site
- Integrations available through most leading e-business systems and portals, including: SciQuest, Ariba, Oracle, SAP, and many more

**Register NOW with your Fastenal account number\*.**

**Visit fastenal.com and click on the 'My Account' link at the top of the page.**

\*To see contract pricing, your web registration will need to be linked to your local store account and you will need a completed contract participation form. (Participation forms can be found online under Resources > Government). If verification cannot be done during registration, please contact your local store.



### YOUR LOCAL SOURCE FOR MILLIONS OF PRODUCTS

Fasteners

Material Handling,  
Storage & Packaging

Lifting & Rigging

Safety

Tool & Equipment

Fleet & Automotive

Plumbing

HVAC

Electrical

Chemicals & Paints

Janitorial

Office Products  
& Furniture

Hydraulics & Pneumatics

Power Transmission  
& Motors

Welding

Abrasives

Cutting Tools  
& Metalworking

Metals, Materials  
& Fabrication

Mil-Spec

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

## FAST Solutions®

### Bin Stock

We offer a variety of manual and electronic bin stock solutions to make sure you always have just the right amount of product, when and where it's needed.



### Onsite

The ultimate expression of our local service, bringing Fastenal experts and Fastenal-owned inventory into your facility to drive cost savings and streamline the supply chain.



### Vending

We provide the machines and keep them continually filled with needed supplies. You benefit from 24/7 point-of-use access, a hands-free replenishment process, detailed usage reporting, and a significant reduction in consumption and spending.



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



Fastenal Green Product  
(Certified or Non-Certified)



Supplier Diversity



TAA  
Compliant



Manufactured  
in the USA

## EMERGENCY RESPONSE & RECOVERY SOLUTIONS

- 24-hour serviceability
- Nearly 6,000 logistic vehicles to provide immediate response
- Millions of products to support your emergency needs
- One-complete emergency supply chain solution



Exhibit A  
FASTEN 16 - Pricing Page

Vendors Should Complete All Cols

Pricing Page Eligible Item Description						Discounted Unit Price Calculation					Bid Total Calculation			
All references to Brand Names are for illustration purposes only and Vendor's may bid the Brand listed or an Equal product.														
Item #	Description		Manufacturer	Mfg. #	Size/Wt	Catalogue Price	Units Provided for Catalogue Price	Unit Price	Discount Percentage	Discounted Unit Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
I.														
1	1/4" 20 Grade 8 Yellow Zinc Hex Head Full Nut	FHN 1/4-20 YZ 8	Fastenal Approved Vendor	1136402	0.0074	\$0.08	1	\$0.0781	60.0%	\$0.0312	1 - Nut	5,000	\$0.0312	156.200
2	5/16"-18 Grade 8 Yellow Zinc Hex Full Nut	FHN 5/16 -18 YZ 8	Fastenal Approved Vendor	1136404	0.011	\$0.12	1	\$0.1178	60.0%	\$0.0471	1 - Nut	5,000	\$0.0471	235.600
3	3/8" - 16 Grade 8 Yellow Zinc Full Hex Nut	FHN 3/8 - 16 YZ 8	Fastenal Approved Vendor	1136406	0.016	\$0.15	1	\$0.1464	60.0%	\$0.0586	1 - Nut	5,000	\$0.0586	292.800
4	1/2" - 13 Grade 8 Yellow Zinc Full Hex Nut	FHN 1/2 - 13 YZ 8	Fastenal Approved Vendor	1136410	0.0375	\$0.42	1	\$0.4177	60.0%	\$0.1671	1 - Nut	2,500	\$0.1671	417.700
5	5/8" - 11 Grade 8 Yellow Zinc Hex Full Nut	FHN 5/8 - 11 YZ 8	Fastenal Approved Vendor	1136414	0.0733	\$0.74	1	\$0.7422	60.0%	\$0.2969	1 - Nut	2,500	\$0.2969	742.200
6	3/4" - 10 Grade 8 Yellow Zinc Hex Full Nut	FHN 3/4 - 10 YZ 8	Fastenal Approved Vendor	1136416	0.119	\$1.03	1	\$1.0300	60.0%	\$0.4120	1 - Nut	2,500	\$0.4120	1,030.000
7	1/4" - High Alloy Yellow Zinc Split Lock Washer	1/4 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133891	0.00239	\$0.06	1	\$0.0637	60.0%	\$0.0255	1 - Washer	5,000	\$0.0255	127.400
8	5/16" - High Alloy Yellow Zinc Split Lock Washer	5/16 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133892	0.0038	\$0.10	1	\$0.0967	60.0%	\$0.0387	1 - Washer	5,000	\$0.0387	193.400
9	3/8" - High Alloy Yellow Zinc Split Lock Washer	3/8 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133893	0.0064	\$0.11	1	\$0.1145	60.0%	\$0.0458	1 - Washer	2,500	\$0.0458	114.500
10	1/2" - High Alloy Yellow Zinc Split Lock Washer	1/2 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133895	0.0132	\$0.22	1	\$0.2227	60.0%	\$0.0891	1 - Washer	2,500	\$0.0891	222.700
11	5/8" - High Alloy Yellow Zinc Split Lock Washer	5/8 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133897	0.024	\$0.40	1	\$0.3986	60.0%	\$0.1594	1 - Washer	2,500	\$0.1594	398.600
12	3/4" - High Alloy Yellow Zinc Split Lock Washer	3/4 Hi-Alloy L/W YZ	Fastenal Approved Vendor	1133898	0.0395	\$0.67	1	\$0.6673	60.0%	\$0.2669	1 - Washer	5,000	\$0.2669	1,334.600
13	1/4" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 1/4 YZ KG	Fastenal Approved Vendor	1133813	0.0046	\$0.11	1	\$0.1063	60.0%	\$0.0425	1 - Washer	5,000	\$0.0425	212.600
14	5/16" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 5/16 YZ KG	Fastenal Approved Vendor	1133814	0.0051	\$0.12	1	\$0.1246	60.0%	\$0.0498	1 - Washer	5,000	\$0.0498	249.200
15	3/8" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 3/8 YZ KG	Fastenal Approved Vendor	1133815	0.00817	\$0.12	1	\$0.1244	60.0%	\$0.0498	1 - Washer	5,000	\$0.0498	248.800
16	1/2" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 1/2 YZ KG	Fastenal Approved Vendor	1133817	0.01822	\$0.27	1	\$0.2724	60.0%	\$0.1090	1 - Washer	2,500	\$0.1090	272.400
17	5/8" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 5/8 YZ KG	Fastenal Approved Vendor	1133819	0.03143	\$0.57	1	\$0.5679	60.0%	\$0.2272	1 - Washer	2,500	\$0.2272	567.900
18	3/4" - Hard High Strength Yellow Zinc Flat Washer	SAE THR HD 3/4 YZ KG	Fastenal Approved Vendor	1133820	0.0445	\$0.72	1	\$0.7162	60.0%	\$0.2865	1 - Washer	2,500	\$0.2865	716.200
19	1/4" - 20 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/4 - 20 x 1 YZ8 QPACK	Fastenal Approved Vendor	0115005	0.0174	\$0.22	1	\$0.2215	60.0%	\$0.0886	1 - Screw	5,000	\$0.0886	443.000
20	1/2" - 20 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 20 x 1.5 YZ8 QPACK	Fastenal Approved Vendor	0115009	0.0243	\$0.26	1	\$0.2625	60.0%	\$0.1050	1 - Screw	5,000	\$0.1050	525.000
21	1/4" - 20 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/4 - 20 x 2 YZ8	Fastenal Approved Vendor	0115011	0.0312	\$0.35	1	\$0.3475	60.0%	\$0.1390	1 - Screw	5,000	\$0.1390	695.000

Exhibit A  
FASTEN 16 - Pricing Page

Vendors Should Complete All Cols

Pricing Page Eligible Item Description						Discounted Unit Price Calculation					Bid Total Calculation			
All references to Brand Names are for illustration purposes only and Vendor's may bid the Brand listed or an Equal product.														
Item #	Description		Manufacturer	Mfg. #	Size/Wt	Catalogue Price	Units Provided for Catalogue Price	Unit Price	Discount Percentage	Discounted Unit Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
22	1/4" - 20 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/4 - 20 x 2.5 YZ8	Fastenal Approved Vendor	0115013	0.0381	\$0.40	1	\$0.3985	60.0%	\$0.1594	1 - Screw	5,000	\$0.1594	797.000
23	1/4" - 20 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/4 - 20 x 3 YZ8	Fastenal Approved Vendor	0115015	0.045	\$0.49	1	\$0.4899	60.0%	\$0.1960	1 - Screw	5,000	\$0.1960	979.800
24	3/8" - 16 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 1 YZ8	Fastenal Approved Vendor	0115105	0.0417	\$0.32	1	\$0.3160	60.0%	\$0.1264	1 - Screw	5,000	\$0.1264	\$632.000
25	3/8" - 16 x 1.25 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 1.25 YZ8	Fastenal Approved Vendor	0115107	0.0486	\$0.35	1	\$0.3465	60.0%	\$0.1386	1 - Screw	5,000	\$0.1386	\$693.000
26	3/8" - 16 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 1.5 YZ8	Fastenal Approved Vendor	0115109	0.0564	\$0.40	1	\$0.4010	60.0%	\$0.1604	1 - Screw	5,000	\$0.1604	\$802.000
27	3/8" - 16 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 2 YZ8	Fastenal Approved Vendor	0115111	0.0719	\$0.58	1	\$0.5750	60.0%	\$0.2300	1 - Screw	5,000	\$0.2300	\$1,150.000
28	3/8" - 16 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 2.5 YZ8	Fastenal Approved Vendor	0115113	0.0874	\$0.68	1	\$0.6775	60.0%	\$0.2710	1 - Screw	5,000	\$0.2710	\$1,355.000
29	3/8" - 16 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 3 YZ8	Fastenal Approved Vendor	0115115	0.103	\$0.86	1	\$0.8550	60.0%	\$0.3420	1 - Screw	5,000	\$0.3420	\$1,710.000
30	3/8" - 16 x 3.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/8 - 16 x 3.5 YZ8	Fastenal Approved Vendor	0115117	0.1185	\$1.01	1	\$1.0100	60.0%	\$0.4040	1 - Screw	5,000	\$0.4040	\$2,020.000
31	5/16" - 18 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/16 - 18 x 1 YZ8	Fastenal Approved Vendor	0115055	0.0283	\$0.26	1	\$0.2599	60.0%	\$0.1040	1 - Screw	5,000	\$0.1040	\$519.800
32	5/16" - 18 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/16 - 18 x 1.5 YZ8	Fastenal Approved Vendor	0115059	0.0391	\$0.41	1	\$0.4095	60.0%	\$0.1638	1 - Screw	5,000	\$0.1638	\$819.000
33	5/16" - 18 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/16 - 18 x 2 YZ8	Fastenal Approved Vendor	0115061	0.0499	\$0.44	1	\$0.4425	60.0%	\$0.1770	1 - Screw	5,000	\$0.1770	\$885.000
34	5/16" - 18 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/16 - 18 x 2.5 YZ8	Fastenal Approved Vendor	0115063	0.0606	\$0.53	1	\$0.5250	60.0%	\$0.2100	1 - Screw	2,500	\$0.2100	\$525.000
35	5/16" - 18 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/16 - 18 x 3 YZ8	Fastenal Approved Vendor	0115065	0.0714	\$0.74	1	\$0.7445	60.0%	\$0.2978	1 - Screw	5,000	\$0.2978	\$1,489.000
36	1/2" - 13 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 1 YZ8	Fastenal Approved Vendor	0115205	0.0922	\$0.72	1	\$0.7230	60.0%	\$0.2892	1 - Screw	2,500	\$0.2892	\$723.000
37	1/2" - 13 x 1.25 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 1.25 YZ8	Fastenal Approved Vendor	0115207	0.1034	\$0.82	1	\$0.8195	60.0%	\$0.3278	1 - Screw	2,500	\$0.3278	\$819.500
38	1/2" - 13 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 1.5 YZ8	Fastenal Approved Vendor	0115209	0.105	\$0.93	1	\$0.9284	60.0%	\$0.3714	1 - Screw	2,500	\$0.3714	\$928.400
39	1/2" - 13 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 2 YZ8	Fastenal Approved Vendor	0115211	0.1435	\$1.05	1	\$1.0500	60.0%	\$0.4200	1 - Screw	5,000	\$0.4200	\$2,100.000

Exhibit A  
FASTEN 16 - Pricing Page

Vendors Should Complete All Cols

Pricing Page Eligible Item Description						Discounted Unit Price Calculation					Bid Total Calculation			
All references to Brand Names are for illustration purposes only and Vendor's may bid the Brand listed or an Equal product.														
Item #	Description		Manufacturer	Mfg. #	Size/Wt	Catalogue Price	Units Provided for Catalogue Price	Unit Price	Discount Percentage	Discounted Unit Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost
40	1/2" - 13 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 2.5 YZ8	Fastenal Approved Vendor	0115213	0.1711	\$1.18	1	\$1.1800	60.0%	\$0.4720	1 - Screw	5,000	\$0.4720	\$2,360.000
41	1/2" - 13 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 3 YZ8	Fastenal Approved Vendor	0115215	0.1987	\$1.40	1	\$1.4000	60.0%	\$0.5600	1 - Screw	5,000	\$0.5600	\$2,800.000
42	1/2" - 13 x 3.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 3.5 YZ8	Fastenal Approved Vendor	0115217	0.2263	\$1.90	1	\$1.9000	60.0%	\$0.7600	1 - Screw	5,000	\$0.7600	\$3,800.000
43	1/2" - 13 x 4 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 1/2 - 13 x 4 YZ8	Fastenal Approved Vendor	0115219	0.2539	\$2.25	1	\$2.2500	60.0%	\$0.9000	1 - Screw	5,000	\$0.9000	\$4,500.000
44	5/8" - 11 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/8 - 11 x 1 YZ8	Fastenal Approved Vendor	0115305	0.1516	\$1.25	1	\$1.2500	60.0%	\$0.5000	1 - Screw	5,000	\$0.5000	\$2,500.000
45	5/8" - 11 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/8 - 11 x 1.5 YZ8	Fastenal Approved Vendor	0115309	0.187	\$1.46	1	\$1.4600	60.0%	\$0.5840	1 - Screw	2,500	\$0.5840	\$1,460.000
46	5/8" - 11 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/8 - 11 x 2 YZ8	Fastenal Approved Vendor	0115311	0.2282	\$1.77	1	\$1.7700	60.0%	\$0.7080	1 - Screw	2,500	\$0.7080	\$1,770.000
47	5/8" - 11 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/8 - 11 x 2.5 YZ8	Fastenal Approved Vendor	0115313	0.2713	\$2.25	1	\$2.2500	60.0%	\$0.9000	1 - Screw	2,500	\$0.9000	\$2,250.000
58	5/8" - 11 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 5/8 - 11 x 3 YZ8	Fastenal Approved Vendor	0115315	0.3144	\$2.59	1	\$2.5900	60.0%	\$1.0360	1 - Screw	2,500	\$1.0360	\$2,590.000
49	3/4" - 10 x 1 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 1 YZ8	Fastenal Approved Vendor	15355	0.2446	\$2.05	1	\$2.0500	60.0%	\$0.8200	1 - Screw	2,500	\$0.8200	\$2,050.000
50	3/4" - 10 x 1.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 1.5 YZ8	Fastenal Approved Vendor	0115359	0.2966	\$2.15	1	\$2.1500	60.0%	\$0.8600	1 - Screw	2,500	\$0.8600	\$2,150.000
51	3/4" - 10 x 2 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 2 YZ8	Fastenal Approved Vendor	0115361	0.3512	\$2.25	1	\$2.2500	60.0%	\$0.9000	1 - Screw	2,500	\$0.9000	\$2,250.000
52	3/4" - 10 x 2.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 2.5 YZ8	Fastenal Approved Vendor	0115363	0.4134	\$2.45	1	\$2.4500	60.0%	\$0.9800	1 - Screw	2,500	\$0.9800	\$2,450.000
53	3/4" - 10 x 3 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 3 YZ8	Fastenal Approved Vendor	0115365	0.4756	\$2.71	1	\$2.7100	60.0%	\$1.0840	1 - Screw	2,500	\$1.0840	\$2,710.000
54	3/4" - 10 x 3.5 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 3.5 YZ8	Fastenal Approved Vendor	0115367	0.5378	\$3.50	1	\$3.5000	60.0%	\$1.4000	1 - Screw	2,500	\$1.4000	\$3,500.000
55	3/4" - 10 x 4 Grade 8 Yellow Zinc Hex Head Cap Screw	HCS 3/4 - 10 x 4 YZ8	Fastenal Approved Vendor	0115369	0.6	\$3.83	1	\$3.8300	60.0%	\$1.5320	1 - Screw	2,500	\$1.5320	\$3,830.000

Total Bid Cost	\$71,113.30
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Exhibit A  
FASTEN 16 - Pricing Page

Vendors Should Complete All Columns

Pricing Page Eligible Item Description						Discounted Unit Price Calculation					Bid Total Calculation			
All references to Brand Names are for illustration purposes only and Vendor's may bid the Brand listed or an Equal product.														
Item #	Description		Manufacturer	Mfg. #	Size/Wt	Catalogue Price	Units Provided for Catalogue Price	Unit Price	Discount Percentage	Discounted Unit Price	Unit (For Calculation Purposes)	Estimated Unit Qty	Discounted Unit Price	Item Total Cost

List of Discount Percentages:			
(Use additional sheets if needed for number of discount percentages being offered.)			
			DISCOUNT PERCENTAGE
I	Discount Percentage for All catalogue Items		60.00%

VENDOR  
NAME: \_\_\_\_\_

PHONE: \_\_\_\_\_

CONTRACT  
MANAGER: \_\_\_\_\_  
(Please print)

FAX: \_\_\_\_\_

EMAIL: \_\_\_\_\_

AUTHORIZED  
REPRESENTATIVE: \_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Date)

AUTHORIZED  
REPRESENTATIVE: \_\_\_\_\_  
(Print)



## 5.1 Submission

Fastenal is capable of submitting a catalog electronically into wvOASIS. This shall be done utilizing the format required by wvOASIS. Fastenal is also able to customize the entered catalog by breaking down/Listing the items for evaluation by a Purchasing Division Buyer.

## 5.2 Catalog Modification

Fastenal is able to update an entered catalog at any time. Specifically, on any required renewal Date Defined by the Purchasing Division. Fastenal is able to provide the following upon any updates to the entered catalog (1) Any eligible items being removed and the Discounted Unit Prices for those items; (2) Eligible item added to the catalog and the Discounted Unit Prices for those items; (3) All changes in the Discounted Unit Prices for Eligible items, Usage on those items, and total impact to the State. ; (4) Justification for updating the entered Catalog.

## 6.1 Ordering

Fastenal is capable of accepting orders from wvOASIS by regular mail, facsimile, email, or any other written communication at all local store locations. Fastenal is also capable of accepting orders through a secure, internet ordering portal. Fastenal can supply a URL Based Punchout and accept cXML and EDI PO's, Invoices, Order Acknowledgements, and Advanced Ship Notices, along with many other industry-standard integrated documents.

Through various forms of integrated Ecommerce it is our mission to help support our trading partners and your organization in becoming more efficient and streamlined with our business processes. The following illustrates some of the protocols that Fastenal has adopted to accomplish those tasks.

Electronic Data Interfaces: ANSI X12 (all versions up to and including 4030), EDIFACT, UCS, TRADACOMS, ODETTE, TDCC, and VICS

Division IDs:

Identifiers:	Qualifier	ISA	GS
Fastenal	01	042653634G	042653634

## Currently supported EDI Transaction Sets:

152	Statistical Government Reporting	846	Inventory Advice/Inquiry
110	Air Freight Detail and Invoice	850	Purchase Order
210	Motor Carrier Freight Detail and Invoice	855	Purchase Order Acknowledgment
215	Motor Carrier Pick-up Manifest	856	Shipping Notice
810	Invoice	860	Purchase Order Change
812	Credit/Debit Adjustment	861	Receiving Advice/Acceptance Certificate
813	Tax Return Data	862	Shipping Schedule
816	Organizational Relationships	864	Text Message
820	Remittance Advice / Electronic Funds Transfer	870	Order Status Report
824	Application Advice	879	Price Adjustments
830	Planning Schedules	997	Functional Acknowledgment
840	Request for Quote	DELFOR	Delivery Schedule Message
843	Response to RFQ	DELJIT	Delivery Just in Time Message

## Extensible Markup Languages (XML):

cXML - Commerce XML

xCBL – Common Business Language

OCI - Open Catalog Interface Catalogs

Fastenal has engaged itself with many of the large ERPs, Portals, and procurement providers.



## **FASTConnect**

Fastenal provides a fully functional, custom-tailored punchout catalog to directly link to your financial system. It provides full integration with the State's procurement application using the power and convenience of a customized web interface. Some features that are currently being utilized are:

**Easy-to-Use Search** – Users can search by keyword or by selecting categories and sub-categories to get to exactly what they need

**eQuotes** – Custom quotes/orders can be sent directly to the punchout for users to access and check out. eQuotes are the most convenient way for users to create requisitions and offer significant time-savings by not having to search for the products themselves

**Website-to-Punchout** – Many of our punchout customers have personnel in requisitioning positions whom don't have access to the organization's purchasing system. In recognizing this, Fastenal has created a linkage between our punchout site and our website.

**Contract Pricing** – Contract pricing will be displayed in our catalog..

**Order Templates** – Ordering entities can save a personal list of parts for future use. Products can be edited, added to, or deleted from the template.

**MSDS/Technical/CAD** – Products that contain any additional technical or supporting information will come with documents or links to capture this data.

**Product Availability** – All standard parts display up to date inventory status information. When a wvOASIS customer is viewing the punchout, inventory stocked at the local store will be displayed.

**Product Blocking/Restrictions** – Products, Categories, or Lists of products can be blocked from being viewed or ordered by the customer. Special Messaging and Custom Tabs can be put in place to notify users what items are contracted items.

**Green/Environmentally Preferred Products** – Users are encouraged to purchase Green/EPP items, either by searching for green items or refining by green attributes. All EPP products are identified with a designation of Green with a clear designation symbol.

**MBE/WBE** – As an enhancement to our current contract, Fastenal will look to add MBE/WBE product offering to our punchout catalog. These items will be designated with a custom message: "MBE/WBE item".

**Local Store Information** – Each user can select their Local Store for quick access to contact information and product availability including products that are "Available Now".

**Market Basket Tab** - Users can search by keywords or by selecting categories and subcategories ONLY within Market Basket items.

## **6.2 Invoicing and Payment**

Fastenal is able to indicate the discount received on each invoice submitted for payment. Fastenal is also able to accept a West Virginia Purchasing Card in whichever Ordering Method is preferred by the Purchasing Division. 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.

Fastenal's Contract Management System drives compliance to the Fastenal store point of sale (POS) system. 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 QPA. It also ensures that all accounts are tracked for sales reports that drive the data we need for the Dynamic Market Basket.

### THE POWER OF INTEGRATION

#### *Your Direct Connection to Fastenal*

Whether through a 3rd Party or direct to your procurement system, Fastenal's in-house E-Commerce team specializes in building B2B systems that best fit your needs. Integrating with Fastenal gives you maximized cost-savings and efficiencies through the entire procure-to-pay cycle.

#### Integration Capabilities

With over 15 years of E-Commerce experience, Fastenal is equipped with the tools to meet or exceed your integration requirements:

- Formats: cXML, EDI, E-mail, and more
- Documents: PO's, Invoices, ASN's, Order Acknowledgements, and many other industry-standards
- Catalogs: Punchout (Roundtrip) and Static (Excel, CSV, CIF)
- Time to Implement: Typically within 45-60 days

#### Fastenal Punchout

- Customizable view of products by category, sub-category, and sku (over 900,000 total)
- Uniform contracted pricing for all sites and users
- Provides the same, easy-to-use search as our website
- Time-saving order management features like eQuotes and Order Templates
- Product Availability messaging and In-Stock Alternative suggestions
- Custom Product Messaging and Filter (i.e. Preferred Items)

#### 3rd Party Experience

Fastenal has integrated with customers through a wide variety of 3rd party e-procurement systems.



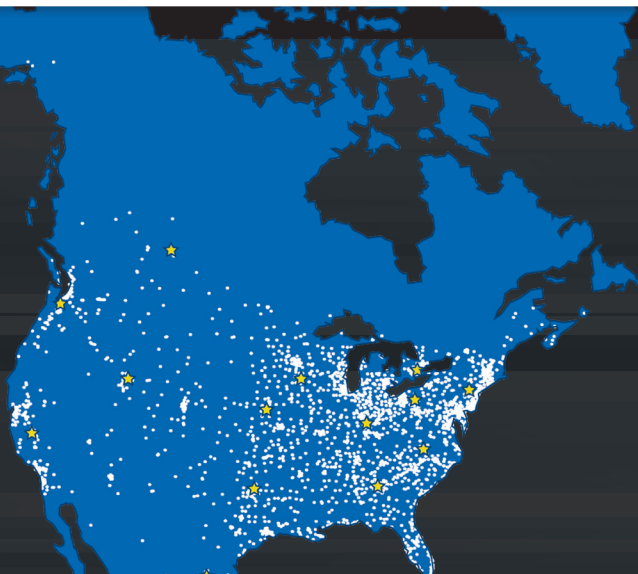
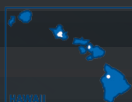
# WE ARE WHERE YOU ARE.®

## Your Direct Connection to Fastenal

- 2700+ store locations
- All E-Commerce orders are directly fulfilled by your local servicing store
- Local points-of-contact for all of your facilities to rely on
- My Store punchout filter to search and view items available in your local store

All Products (385,703) ⓘ

My Store (6,247) ⓘ



## Procurement Made Easy

eQuotes are custom order suggestions available through Fastenal's punchout designed to save you time and money.

- Let your local rep know what you need via phone, e-mail, or on-site visit
- The Fastenal rep will source the product and submit an eQuote to your punchout
- You will receive an e-mail notification when the eQuote is available
- Simply review the eQuote, add it to your cart, and checkout

eQuotes are the perfect way to re-order for Fastenal's Vending and Managed Inventory Solutions!



## Order Templates

Order Templates (or Favorites) are customizable lists of products that you can create and access on Fastenal's punchout site. The quickest and easiest solution for frequently ordered products and products that are typically ordered together.

Template Name	↑	Description	↑↓	Last Modified	↑↓	Action
HVAC Filters & Fans		ProFitter		2014-07-23		<a href="#">Delete</a> <a href="#">Add to Cart</a>
New Employee		Safety Products & Tools		2014-07-23		<a href="#">Delete</a> <a href="#">Add to Cart</a>
Work Lights		Power Phase		2014-07-23		<a href="#">Delete</a> <a href="#">Add to Cart</a>



To learn more visit [www.fastenal.com](http://www.fastenal.com)  
or contact you local Fastenal representative today!

9701257/KG/3.14/E-Business Linecard



9701257



## Nearly 50 Years of "Growth Through Customer Service"

The Fastenal story began in November 1967 when Bob Kierlin opened the first Fastenal store, a small one-stop fastener shop in his hometown of Winona, MN. It was a humble beginning, but during those early years we forged our identity as a supplier that earns opportunities by exceeding customers' expectations for service – an approach later summed up with four words: *Growth Through Customer Service*. Guided by this motto, Fastenal has grown (almost entirely organically) from that single store in Winona to North America's largest fastener seller and one of the world's most efficient distributors of OEM, MRO and construction supplies.

### Today, Fastenal is recognized as:

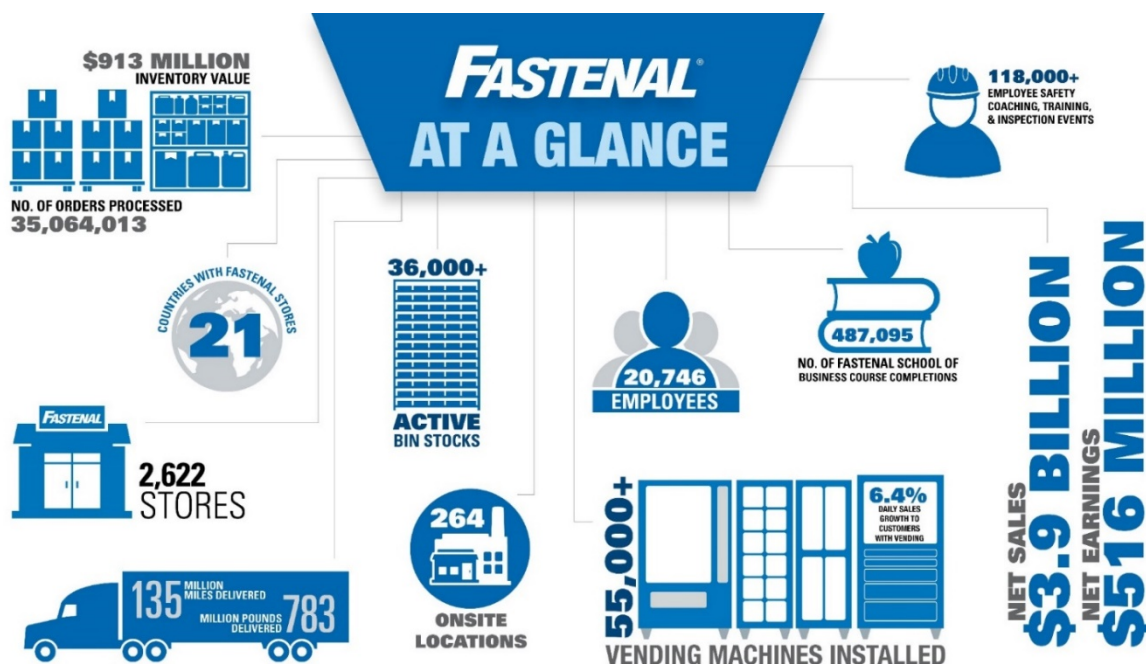
1. One of the world's most innovative companies (ranking #44, just ahead of Starbucks, in Forbes' 2015 listing of the '100 Most Innovative Companies').
2. One of the world's 10 best companies in terms of company/CEO reputation (2015 study by the Harvard Business Review and the Reputation Institute).
3. And the top-performing stock in the Russell 1000 index over a recent 25-year period (outpacing companies like Apple and Microsoft, according to a 2012 Bloomberg Businessweek study).

## Local Service, Global Partnership

We've always believed that great service starts with being close to our customers. This is why we operate 2,600+ local stores worldwide, far more than any other industrial supplier. Backed by our corporate resources, each store tailors its inventory and service to support local needs – stocking high-use and critical items minutes away, managing a lean flow of inventory to the point of use, and introducing solutions that drive productivity and profits. This business model presents a compelling value proposition for our national account partners: tailored local inventory and service for each location, backed by consistent contract pricing and corporate support to drive organizational goals.

## Financial Overview

A member of the S&P 500 index, Fastenal [NASDAQ: FAST] generated revenues of \$3.87 billion and net earnings of \$516 million in 2015. With minimal long-term debt, robust cash flow and market capitalization, and decades of consistent growth, we're able to drive aggressive improvement and scale our service to meet virtually any need. View Fastenal's most recent annual report at <http://investor.fastenal.com/annual-proxy.cfm>



## Why Fastenal?

**Local Presence.** Through our network of 2,600+ stores spanning the U.S., Canada, Mexico, and 20 other nations, we're able to support each of your facilities with local personnel, tailored inventory and custom service programs.

**Distribution.** Inventory will be stocked locally and in the nearest of 14 regional DCs to reflect your usage patterns and upcoming production needs. We operate a fleet of semis, straight trucks, sprinter vans and local delivery trucks – 7,000+ vehicles in all – to ensure a consistent flow of product from our DCs, to our stores, to your facilities.

**Quality.** Our ISO 9001:2008 Quality operations include multiple levels of product testing in our seven ISO 17025 (A2LA) labs; stringent supplier selection, testing and monitoring procedures; and some of the most experienced Quality personnel in the industry. ... *Learn more on pages 18-19.*

**Sourcing.** We have multiple teams of auditors, engineers, and logistics specialists on the ground working directly with approved manufacturing partners worldwide to ensure consistent quality at a competitive price. ... *Learn more on page 10.*

**Manufacturing.** With 8 locations, 400+ skilled machinists, and approximately \$60 million worth of capital equipment, Fastenal Manufacturing produced approximately 65,000 jobs in 2015 – each one a solution for a customer in need. ... *Learn more on page 8.*

**Products.** In 2015 Fastenal supplied roughly 1.45 million MRO, Construction and OEM products, representing countless customer solutions and vendor consolidation opportunities. *View our product categories on pages 4-5.*

**Vendor Managed Inventory.** Our local presence enables us to tailor, implement and actively support inventory management solutions for each of your facilities – from MRO bin-stocks, to production line systems, to onsite and jobsite solutions. ... *Learn more on pages 10-15.*


**Industrial Vending.** With more than 55,000 machines currently installed at customer sites, Fastenal is far and away the largest industrial vending company in the world. Our local personnel handle every aspect of our vending programs, including installation, training, repairs and ongoing replenishment. ... *View our lineup of automated supply solutions on page 12.*

**Services.** At Fastenal, we don't just provide quality products; we offer a spectrum of services to support our product lines – from tool repairs and parts kitting to lab testing and engineering/design support. ... *Learn more on pages 8-15.*

**Stability & Growth.** We're an extremely stable business partner with the resources to invest aggressively in things that *make a difference* for your business.



## Cost Savings Opportunities

- 
- **Vendor Consolidation.** As an efficient single source for thousands of corporately approved supplier partners, Fastenal can help you leverage spending and streamline costs for a vast range of OEM, MRO and Construction supplies.
  - **VMI / Vending.** Your servicing stores will stock product locally and keep just the right amount flowing to your points of use, eliminating costs associated with stock-outs, rush orders and excess inventory. Our industrial vending solutions have the added benefit of reducing product consumption, typically by 25–35%.
  - **Contract Pricing.** We can offer leveraged, consistent pricing for each of your locations – globally, nationally or regionally.
  - **Reduced Freight Costs.** Our company-owned transportation fleet (7,000+ vehicles in all) enables us to move product efficiently and economize freight expenditures for our strategic customers.
  - **Product Standardization/Substitutions.** Your Fastenal account representative can identify redundant requests and cost-saving conversion opportunities.
  - **Brand Conversion.** Made by best-in-class domestic and global manufacturers, our Fastenal brand product lines present opportunities to reduce cost without sacrificing quality.
  - **E-Business Solutions.** We offer a range of solutions to minimize paperwork, processing time, and administrative costs.
  - **Dedicated Local Service.** Each of your locations will be serviced by a dedicated local store team that will tailor its inventory and service to support your business goals.

*“... the greatest advantages we see come from the willingness of Fastenal to join with us in designing additional programs that are innovative and beneficial for both parties. ... Heil Trailer International considers this partnership to be a model for our other suppliers. Thank you, Fastenal team!”*

*- Jim Ziegler CPM, MBA  
Senior Buyer  
Heil Trailers*

## Cost Savings Reporting

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

- |   |                             |
|---|-----------------------------|
| ▪ Hours saved in receiving                | ▪ Longer product life       |
| ▪ Hours saved in disbursement             | ▪ Plant surveys             |
| ▪ P.O.s reduced as result of blanket P.O. | ▪ Training seminars         |
| ▪ Invoicing savings via EDI transactions  | ▪ Emergency service         |
| ▪ Material substitution                   | ▪ Inventory reduction       |
| ▪ OEM part conversion                     | ▪ Committed store inventory |



## Product Overview

In 2015 Fastenal supplied products spanning nearly 1.45 million unique stock-keeping units (SKUs). This includes 170,000+ “standard” part numbers that are well supported throughout our distribution system, along with a vast range of semi-standard and customer-specific items. Below is a listing of our standard product categories and, in italics, related support services.

### Fasteners

Bolts, Screws, Sockets, Rod, Hardware, Set Screws, Nuts, Pins, Washers, Nails, Anchors, Riveting & Self-Clinching Products, Strut, Clamps & Hangers, Retaining Rings & Clips, Weld Fasteners, Thread Repair, Security Fasteners

- *Custom Manufacturing (to print, reverse engineered)*
- *Fastenal Engineering & Design Support – In-house team of engineers available for selection/application consultation, product testing, and product teardowns*
- *NOTE: Non-standard fasteners are available from stock; our goal is to deliver any threaded fastener within 48 hours*

### Safety

Protective Garments, Hand Protection, Eye Protection, Fall Protection, Foot Protection, Head Protection, Respirators, Facility Identification, Spill Containment, First Aid & 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

- *Safety Program – Working in conjunction with our key safety suppliers, Fastenal’s Safety Specialists offer services ranging from product selection/rationalization advice to equipment fittings and inspections*

### 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

### 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

- *Tool & Hoist Repair & Certification*
- *Custom Chain Sling Fabrication & Inspection*

### 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

- *Tool & Hoist Repair & Certification*

### 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

### HVAC

Air Treatment, Ventilation, HVAC Test Instruments, HVAC Controls, Heating Equipment, A/C & Refrigeration, HVAC Tools, Valves & Accessories

### 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

### Chemicals & Paints

Paint, 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

### 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



## Office Products & Furniture

Office Supplies, Tables & Chairs, Desks & Accessories, Office Chairs, Filing Cabinets, Bookcases, Computer Stands, Mail Sorters, Coat Hooks & Racks, Moving 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

- *Custom Hose Fabrication*

## 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

## Welding

Safety Clothing & Equipment, Gas Apparatus, Welding Helmets & Eye Protection, Welding Rods & Wire, Soldering Products, Consumables, Welding Tools & Support Components, Welding Cable, Welding Machines

## Abrasives

Coated & Non-Woven Abrasives, Brushes & Deburring Products, Bonded Abrasives, Carbide Burr Products, Files, Abrasive Accessories, Sand Blasting Equipment, Production Abrasives, Buffing & Polishing Products

## Cutting Tools & Metalworking

Holemaking & Drilling, Milling Products, Threading & Tapping, Reamers, Tooling Components, Turning Products, Countersinks & Center Drills, Collets, Chucks & Accessories, Band Saw Blades, Annular Cutter Products, Broaches & Accessories, Router Bits, Precision Measuring Tools, Fabrication Machinery & Equipment

- *Tool & Cutter Regrinds, Weld-to-Length Band Saws*

## Raw Materials

Bars, Sheet Stock Material, Extruded T-Slot & Accessories, Fabrication Machinery & Equipment, Precision Ground Flat Stock, Wire Coils & Spools, Drill Rod, Tubes & Tubing, Balls, Industrial Flooring Products, Angles, Foils, Blanks

- *Cut-to-Length Metal, Chain & Cable*

## Fleet & Automotive

Air Line Products, Electrical Products, Towing & Cargo Control, Shop Equipment, Wheel End Products, Dock Equipment, Standard Replacement Parts, Fleet Filters & Acces

## Fastenal Brands

Through our close partnerships with best-in-class domestic and global manufacturers, Fastenal has developed well over 40,000 products spanning 1,000+ categories under our 17 exclusive brands. Fastenal's brands are built to international standards and feature cutting-edge technology, yet they're generally available at a significant cost savings vs. comparable professional-quality products.

- **Agent™** – non-PPE safety products
- **Aspect®** – office products and packaging
- **Blackstone®** – welding & abrasives
- **Body Guard®** – personal protective equipment
- **Clean Choice®** – janitorial
- **DynaFlo™** – hydraulics, pneumatics & lubrication
- **EquipRite®** – material handling
- **FMT™** – metalworking and cutting tools
- **FMT Element™** – carbide tools
- **FNL®** – fasteners (including **EcoGuard™** coated product)
- **Northway™** – fleet & automotive
- **Power Phase** – electrical
- **ProFitter™** – HVAC & plumbing
- **Regiment™** – general hardware
- **Rock River™** – construction
- **Stronghold™** – power transmission
- **Talon™** – chemicals
- **Tritan™** – precision measuring





## Industry Specialists

As a complement to our local store sales force, Fastenal has trained and deployed hundreds of industry specialists to provide high-level support in key areas of our business, including:

### Safety

To support our safety product offering, we've positioned 50+ trained Safety Specialists across the U.S. and Canada. These personnel carry multiple certifications, including Masters in Occupational Health and Safety, QSSP Certification, and OSHA 30-Hour Training. Their job is to identify hazards, document risk factors, garner worker feedback regarding PPE, and ultimately develop a business plan to reduce workplace incidents while maximizing productivity and profits.

Working with our key safety suppliers, Fastenal's Safety Specialists provide trainings and PPE equipment assessments for the following concepts:

- *Eye Protection* – product selection/rationalization, fit testing
- *Hearing Conservation* – fit testing
- *Face and Head Protection*
- *Respiratory Protection* – qualitative fit testing
- *Skin Care Needs Analysis* – prevention/reduction of occupational dermatitis, reduction in sick days
- *Hand Protection* – job-specific assessments, product testing
- *Fall Protection* – application assessment, harness/lanyard inspection, competent person training
- *Hoist and Sling Inspection and Certification*
- *Heat Stress Evaluation* – program development
- *Spill Containment and Flammable Storage*
- *Lock Out/Tag Out Program*



### Manufacturing/Metalworking

As part of our metalworking product expansion, we've stationed 40+ Metalworking Specialists across North America. These individuals have undergone three levels of training, culminating with intensive hands-on training at our key suppliers' facilities. They work directly with customers to help them select the best products for the job and run them the right way for maximum productivity and cost-effectiveness.

### Lean Six Sigma

Our Sensei, Black Belts and internally-trained 'Blue Belts' are available to participate in Lean events and support your Lean initiatives. Services include **DMAIC Process Mappings** – working with your personnel to map the movement of product through your current system and identify areas where costs can be reduced or eliminated. Based on the information gathered, a gap analysis is presented along with a business plan to achieve a specific cost savings goal.





## Manufacturing Services

### Custom Manufacturing

From complex machined parts and large-diameter bolts, to high-volume production fasteners – if you need custom-manufactured product, Fastenal can provide a fast, high-quality solution through one of our 8 manufacturing locations: Winona, MN; Modesto, CA; Wallingford, CT; Rockford, IL; Indianapolis, IN; Houston, TX; Brno, Czech Republic; and Johor, Malaysia

We offer a full spectrum of raw materials and coatings to meet your needs, with quality ensured by our field engineers, lab technicians, ISO 9001:2008 operations, and in-house A2LA labs.

### Core manufacturing capabilities:



**Precision Machining** – Our precision machining operations span 7 locations, 400+ skilled machinists, and nearly 220 CNC machines. We specialize in turned and milled components like shafts, pin plates, blocks, and all kinds of specialty items, with deep experience in industries such as oil & gas, food & beverage, power generation, pulp and paper, heavy equipment, and many more. Need a production component, replacement part, or prototype? We can make it happen.

**Cardinal Fastener™ Hot Forging** – We also specialize in hot forged bolts through our Cardinal Fastener division. With a vast bolt blank inventory, an in-house tooling center for custom head geometries, and a wide range of vertical and horizontal presses, we can quickly forge parts ranging from 1/8" all the way up to 4" in diameter.

**HOLO-KROME® Cold Forming** – Our HOLO-KROME facilities in Rockford, IL and Wallingford, CT operate more than 70 cold headers capable of churning out more than 30 million individual parts per week. For more than 85 years, HOLO-KROME has earned a reputation for producing extremely high-quality socket head products for critical applications. Today, that expertise is being applied to provide custom-engineered solutions for our customers.



**Stud Bolting** – Our facility in Houston, TX specializes in producing high-integrity stud bolting solutions for the oil & gas industry and other segments. In addition to producing custom studs, we provide the nuts, washers and gaskets that go with them, delivering complete, kitted stud assemblies to the point of use.

### Additional processes:

Bending, Threading, EDM and Water Jet Cutting.

### Additional manufacturing services:



### **Tool & Cutter Grinding**

Utilizing state-of-the-art 5 and 7 axis CNC cutter grinders, we completely re-sharpen end mills, step mills, reamers, and many other H.S.S. and carbide cutting tools to 'like new' condition. We also manufacture specialized tooling, including step drills and made-to-print cutters.

### **Metals, Alloys & Materials Services**

Save labor, storage space, and equipment wear-and-tear by having Fastenal deliver your material in pre-cut lengths to suit your needs. We can maintain local inventory to anticipate your demand and deliver your pre-cut material when and where you need it, with no minimum order.

## Engineering Services

### Engineering & Design Support

Fastenal's in-house team of engineers can provide consultation and testing to help you make the best possible fastener selection, application and design decisions. Services include:

- **Technical Questions.** Accurate, timely responses to fastener-related questions.
- **Bolted Joint Design Analysis.** If you have assembly issues or joint service problems, we have solutions.
- **Fastener Failure Analysis.** Utilizing our in-house A2LA lab, we can determine the root cause of failure and provide recommendations to prevent future failures.
- **Application-Specific Testing.** We offer torque-tension testing, customer-designed testing, and other fastener-related tests to help you avoid problems down the road.
- **On-Site Fastener Trainings.** Customized on-site trainings to help your personnel reduce assembly time and minimize field failures.
- **Product and Process Analysis (Teardowns).** We can analyze your product and process to identify opportunities to standardize fastener usage, convert to less expensive alternatives, and ultimately reduce production costs without sacrificing quality.

### A2LA Accredited Calibration & Lab Testing

Fastenal's in-house A2LA lab provides complete mechanical and chemical analysis of customer-provided products. Testing is conducted to internationally recognized standards (ASTM, SAE, ASME, ISO, DIN, etc.) as well as customer-required specs. *See page 18 for more information about our lab equipment and capabilities.*

## Industrial Services

### Custom Chain Sling Fabrication & Inspection

We fabricate all chain sling types and can help you design specialty slings to suit your needs. We also offer free chain sling inspections that satisfy OSHA requirements.

### Custom Logo Program

We can add your company logo (or any custom logo) to various high-visibility apparel, hard hats and safety glasses. Custom-logoed inventory can be stocked in our regional distribution centers to anticipate your future needs.

### Cut-to-Length Metal, Chain & Cable

Save time, space and money by ordering what you need, when you need it.

### Hose Fabrication

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

### Tool & Hoist Repair & Certification

Fastenal is an authorized service center for most leading brands of electric, cordless, pneumatic, and powder actuated tools. Tools and hoists can be regularly serviced as part of a scheduled program.

### Weld-to-Length Bandsaws

Made-to-length bandsaw blades can be worked to your specifications and delivered to your location. More than 800 sizes and types are stocked in our distribution centers for fast lead times.



## Product Services

### Product Sourcing / Import Services

Your servicing Fastenal stores can tap into thousands of corporately approved domestic and international suppliers to quickly source products that meet your needs for quality, price and delivery.

Looking for a low-cost-country manufactured solution? Simply provide a print and requirements to the servicing Fastenal store to set our vast global sourcing machine in motion. We'll work with our global supplier partners to provide a fast, competitive quote, with quality ensured by our internationally-based auditors, engineers and A2LA-accredited quality labs (including labs in Shanghai, Malaysia, Taiwan and Czech Republic).



### Core competencies – customer per print parts:

- |                          |                       |                                |
|--------------------------|-----------------------|--------------------------------|
| ▪ Machined parts         | ▪ Metal fabrications  | ▪ Fittings                     |
| ▪ Fasteners              | ▪ Forgings            | ▪ Kitted components            |
| ▪ Injection molded parts | ▪ Bearings            | ▪ Other commodities (e.g.,     |
| ▪ Castings               | ▪ Rivets              | casters, wire rope, slings and |
| ▪ Stampings              | ▪ Steel and S/S balls | gloves)                        |

Services include factory audits, procurement, three levels of testing and inspection (pre-production, 1<sup>st</sup> article and pre-shipment), and customs clearance. Pre-production samples are approved by your engineering team prior to mass production, Fastenal assumes all risk until the product is delivered, and the local Fastenal store is the primary contact throughout the entire process.

### Custom Packaging/Kitting

Our 10 packaging facilities assemble 50,000 to 70,000 kits each day to meet our customers' needs. Our operation in Shanghai, China is located inside a free trade zone, enabling us to source product from the most qualified manufacturers in Asia and package it to meet your specifications. Depending on your needs, we can work with standard part numbers, non-standard parts, customer-specific parts, or a mix of all. Kitted solutions can include barcoding, lot number, company logo, assembly services (e.g., applying grease to an o-ring and placing it on a bolt), and multiple sub-kits within a master kit.

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## FAST Solutions®

As supply chains become more complex, more and more companies are gauging the impact of their suppliers in terms of Total Cost of Ownership (TCO), considering not only price but *all* of the costs associated with acquiring, managing and owning inventory. According to a study conducted by MAPI (Manufacturers Alliance for Productivity and Innovation), industrial companies that measure and make buying decisions based on TCO are 35% more profitable than those that do not.

But as important as TCO is, it doesn't tell the whole story. You also have to consider the ways a supplier can impact top-line revenue – by streamlining processes, minimizing downtime, and focusing labor resources on activities that add value and, in turn, drive profitability. ... So, it really boils down to one simple question: How can a supplier help you *add profits*?

You'll find compelling answers on the following pages. As you explore our lineup of solutions, keep in mind that the driving force behind it all is our network of local stores – their ability to stock inventory locally, keep it flowing, solve problems, and drive continuous improvement.



## **FAST Solutions®** — BIN STOCK —

Fastenal's bin stock solutions are a perfect fit for any production and MRO items you cannot dispense out of a vending machine but are still needed on your shelves. Each solution is unique, but all share three common elements:

1. A labeled location and min/max inventory range for each part.
2. A nearby Fastenal store to carry the inventory and make sure you always have just the right amount on hand.
3. Detailed usage reporting by location, clarifying 'how much of which parts should be stocked where.'

### Manual Solutions:

#### Fastenal Managed Inventory (FMI)

Save time and money by utilizing our local experts to manage your bin stock inventory.

- We organize & label new or existing bins, collaborate to establish initial min/max levels and service schedule
- We visit regularly to monitor & replenish inventory.
- Suggested replenishment orders are submitted, reviewed and approved via Fastenal.com.
- Flexible delivery (we deliver to dock or put product away).



#### FAST Scan

If you prefer to handle the scanning and ordering internally, Fastenal will provide an iOS-based scanning solution for your personnel to quickly generate replenishment orders.

- We organize and label bins and shelving.
- We set up profiles for local users on Fastenal.com and provide scanning devices.
- Your local personnel determine inventory levels and controls.
- We provide flexible delivery, reporting, and suggestions for improvement.



### Electronic Solutions:

#### FAST Scale

Utilizes weight sensor technology to provide a real-time view of your *exact* quantity on hand (QOH) – a good fit for critical production parts. Users log onto Fastenal.com to view live inventory levels and adjust reorder triggers.

- We install the scale system, organize and label parts.
- An order is automatically generated when stock hits 'min' level.
- View and approve suggested orders via Fastenal.com.
- Flexible delivery (we deliver to dock or put product away).



#### Auto Bins (coming soon)

Offers a real-time view of your inventory 'health' ('above min,' 'below min' or 'out of stock' – not exact QOH) along with electronic signals prompting replenishment when stock runs low. There are two basic options:

- *Infrared Bins* – An order is triggered when stock falls below a specified 'water mark' in the bin.
- *2-Bin System* – An order is triggered by placing the empty bin next to an RFID chip built into the shelving.

## **FAST Solutions®** VENDING

With tens of thousands of machines currently implemented at customer sites, Fastenal is the dominant leader in industrial vending. ... Why? It's a combination of our innovative technology, our low-cost, no-risk program, and most important of all, our "machine *behind* the machine" – the thousands of local Fastenal personnel making sure each solution is perpetually filled, functioning, and fully optimized for maximum savings.

- Wide variety of machines to support virtually any product needs.
- Dynamic web reporting – view real-time usage data when, where and how you want to see it.
- Machines provided free of charge based on a one-year renewable service agreement.
- Your servicing Fastenal store teams monitor and replenish the machines – no paperwork or labor required.
- Dedicated vending specialists work hand-in-hand with our local stores to analyze usage patterns, suggest areas for improvement, and make sure the solution is driving the results you want to see.



### FAST 5000 & FAST 3000

With tens of thousands of units driving results at customer sites, this is most widely-used industrial technology in the world – a simple, versatile solution to track and control items ranging from PPE to general MRO items. The FAST 3000 is simply a more compact version of the FAST 5000. Both can function as stand-alone solutions or used in conjunction with our standard lockers.

### Standard Lockers

Our standard (semi-secure) lockers are used to: 1) track and control access to larger-sized consumable products (relying on the user to enter the quantity taken), and 2) automate check-out and return of tools and other assets. They can be used with a standalone controller or in conjunction with a FAST 5000 or FAST 3000 machine.



### FAST 10000SL (Secure Locker) Series

This next-generation technology extends the benefits of vending to four very common (yet traditionally difficult to vend) product types: 1) boxes, 2) cylinders/cans, 3) 'floppy' items (Tyvek suits, belts, hoists, etc.), and 4) loose components (fasteners, fittings, cutting tools, etc.). The machines automatically sense and report the exact amount taken by each user, providing per-item traceability and a frictionless 'grab and go' experience.

### Outdoor Lockers

With a tough steel exterior, ruggedized electronics and optional temperature control, these lockers are built to operate in harsh outdoor environments. Keep tools perpetually stocked, secure and accessible on the jobsite, and automatically track check-out/check-in of expensive tools.



### FAST CT (Cutting Tool) Machines

Designed to dispense and track inserts and round tools, either individually or in pre-determined quantities. The compact design of the machines (combined with the low cost of our vending program) makes it practical to install multiple point-of-use machines throughout the shop (versus a single centralized unit) for increased productivity.

### FAST Bev

Provides 24/7 access to chilled beverages at the point of use along with reporting to ensure workers are receiving proper hydration during the day – an efficient solution to drive compliance with your hydration program. (Subject to state and local restrictions.)





## **FAST Solutions®** ONSITE

The purest expression of our local service philosophy is our Onsite service model, positioning not only our solutions but also Fastenal personnel and Fastenal-owned inventory – essentially a dedicated store – within the walls of your facilities. Just like vending and bin stocks, this is a natural extension of our distribution infrastructure and a model we've pioneered in our industry, with hundreds of Onsite partnerships generating in excess of \$500 million in revenue per year.



### **The Fastenal Onsite Advantage:**

- Full program customization based on process mapping exercise.
- Dedicated onsite Fastenal team to handle all inventory management functions – the first time your employees touch the product is at the point of use
- Consigned onsite inventory within the Fastenal crib – we own it until it's on your production floor.
- Customized inventory modeling to eliminate stock-outs.
- Immediate access to planned needs (within our crib) and a variety of spot-buy needs (via our local store).
- Detailed, flexible reporting based on your business priorities.
- Deep collaboration, including participation in Kaizen events and other company initiatives. (As we like to say, it's like having a team of supply chain experts on your staff, but not on your payroll.)

### **How Will Your Business Benefit?**

#### ✓ **Save money**

- Lower markup structure (reflecting our lower operating costs vs. our traditional store-based service model).
- Utilize Fastenal labor for purchasing, quality inspection, inventory management, etc.
- Reduce transportation costs through better inventory planning and utilization of Fastenal's trucking system.

#### ✓ **Reduce inventory/working capital**

- Upon moving Onsite, we will sell down your current inventory and replace it with our own.
- Moving forward, the inventory in the Fastenal crib is on our books until we move it to the production floor. This transformation creates a dollar-for-dollar reduction in your working capital.

#### ✓ **Gain efficiency in your facility**

- Simply put, *we are experts* – with the knowledge, solutions, and systems to run a truly world-class supply chain for your business.
- Put our decades of experience to work for you in the areas of quality/source control, OEM critical spares management, inventory planning, point-of-use supply flow, and other critical activities.

### **Integrated Solutions**

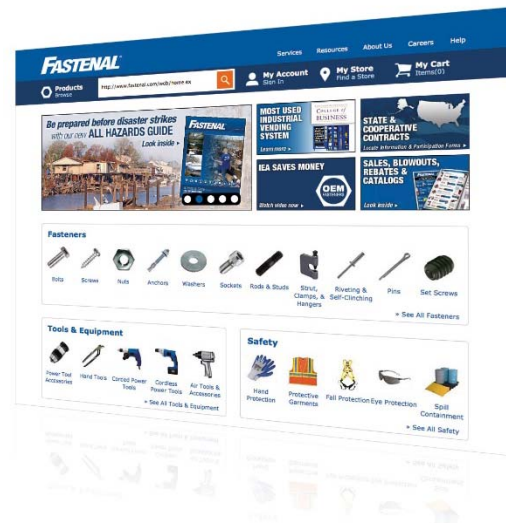
In conjunction with our Onsite service model, Fastenal personnel can perform any and all business functions, including purchasing and managing your non-Fastenal product needs (with no mark-ups added). Each integrated supply solution is unique and will require a detailed RFP to define the scope and responsibilities. To begin the process, our team of Lean Six Sigma specialists is prepared to perform a process mapping event.

## FAST Solutions<sup>®</sup> E-BUSINESS

Our e-business solutions are designed to streamline business processes while leveraging our local presence to provide the fastest possible service. This includes something no other national supplier can offer on a national level: *same-day* service for thousands of locally stocked items.

### Fastenal.com

Fastenal.com is a 24/7 window to research, source, procure, and manage a spectrum of MRO, OEM and Construction supplies. Leveraging our brick-and-mortar presence at 2,600+ locations, the site is designed to present the nearest – and therefore fastest – solutions to your product needs. That includes thousands of items available for same-day fulfillment at your servicing Fastenal stores.



### Key Features & Functionality:

- **My Store:** Need it today? Click on your My Store tab to see if the item you're searching for is stocked on your local Fastenal store shelves.
- **In-Stock Alternative Products:** View the item you originally searched for as well as 'in-stock alternatives' offering the same fit, form and function – potential solutions for a faster lead time or lower cost.
- **Advanced Permissions Settings:** Control non-compliant spending by setting employee purchase limits, establishing authorized users and approvers, and creating an automated approval workflow.
- **eQuotes:** Edit and approve store quotes, including suggested bin stock (eVMI) replenishment orders, without having to enter or re-type data.
- **Reports:** Access usage, vending, and cost savings reports to bring visibility to your overall spend with Fastenal.
- **Strategic Supply Recommendations:** If desired, we can analyze your usage activity and present opportunities to standardize purchases, switch to more cost-effective alternatives, and supply repetitive orders via a more strategic delivery method, such as a vending or bin stock solution.

### B2B Integration

B2B integration is either a direct connection between your internal ERP system and Fastenal, or a connection via a third-party procurement partner that supports electronic document exchange throughout the purchase-to-payment process. Reduce operational costs associated with the procurement process, eliminate double and manual data entry, and ensure adherence to supplier contracts and budgets.

### Why Integrate With Fastenal?

- **Experience & Flexibility** – Our in-house eBusiness department has nearly 20 years of experience developing and implementing custom integrated solutions for a broad range of customers. With capabilities ranging from different types of electronic documents and formats to fully customizable catalogs, we can quickly tailor a solution to support your system and unique business needs.

- *Local fulfillment at 2,600+ locations* – Our integration solutions are backed by local inventory and a familiar face for each of your locations. Our easy-to-use punchout catalog keeps your personnel connected with their servicing stores, with the ability to direct users to locally-stocked product options for same-day service. Features like eQuotes and Order Templates further streamline the process for ordering locally-managed inventory items.

Our integration solutions are built on open industry standards (**OCI**, **cXML**, **xCBL** and **Punchout**), and we offer integration via most leading e-business systems and portals, including:



... and many more

## FAST Crib

Monitor inventory, equipment, and even work orders – all within one platform. This web-based, barcode-driven solution supports total inventory control, including min/max-triggered replenishment and a full suite of reports providing visibility and accountability on an enterprise-wide level.

Our implementation team will oversee the entire setup process, from data gathering to labeling, and even training, so your local teams can learn how to use the system while it's being customized for them.



FAST Crib supports four key processes: inventory management, asset management, maintenance management and procurement. These core components can be custom-configured for use at any time:

- *Inventory & Asset Management:* The FAST Crib program can be customized to include anything your local personnel wish to control, issue, return, monitor, or procure. Items are loaded by part number to create barcodes which can be scanned and tracked to provide real-time inventory visibility. This works for all parts, not just items supplied by Fastenal.
- *Procurement Platform:* Manage all of your suppliers via a single portal utilized by all employees – great for managing spot buys, controlling rogue purchasing, and channeling spend to preferred suppliers. Comes pre-loaded with a 325,000-SKU Fastenal reference database.
- *Maintenance Management:* Streamline preventative maintenance with pre-formatted work orders tied to inventory with Bill of Material generation. Be proactive in your maintenance and understand the true cost to maintain assets and your facility.



## Implementation

To ensure a fast, seamless and *risk-free* implementation across your facilities, we have dedicated Implementation teams throughout the U.S., with additional teams in Canada, Mexico, and other international locations. With more than 125 implementation specialists overall, Fastenal completed over 1,500 large-scale implementation projects in 2015.

Our top priority during implementation is to ensure zero supply chain interruptions. Beyond that we'll work to implement a program that drives value to your organization in four basic areas: **increased revenue** (improved productivity), **decreased assets** (inventory reduction), **reduced expenditures** (freight, administrative costs, etc.) and long-term **process controls**.

Implementation involves collaboration on the national and local levels (including the local Fastenal personnel who will ultimately be servicing your locations) – all coordinated through a dedicated Implementation Project Manager to ensure open communication and a consistently high level of service across your organization.

**The following is a typical implementation timeline once the agreement is signed:**

### 30 Days:

- Individual site visits
- Facility tours and process mapping
- Discuss program goals, gather local site contact information
- Evaluate individual site needs with key personnel
- Create Gantt chart and task trackers
- Local Fastenal store feedback/implementation surveys

### 30–60 Days:

- Evaluate, organize and set-up local stocking systems
- Communicate all pertinent inventory information
- Inventory analysis
- Evaluate new inventory commitment at local Fastenal facility

### 60–90 Days:

- Identify path forward for problem sites
- Complete transition
- Full compliance within 90 days

Implementation will be scheduled upon signing a national contract. Basic implementation includes introductory meetings and site surveys to determine stocking and service requirements. This phase is normally completed within two to four weeks. Inventory analysis, reporting criteria, cost savings documentation and quality assurance requirements are implemented as required. Routine labeling and basic implementation are included in our service package. We offer a full line of material storage and handling equipment at competitive pricing.

### Creating Flow, Eliminating Waste

Fastenal's team of Lean Six Sigma Sensei, Black Belts and Blue Belts can work with your team to map the flow of product through your facility and identify bottlenecks, extra steps, and other sources of waste. You'll be presented with a clear business plan to create flow, eliminate waste, and achieve clearly defined cost reduction goals.



## Training

### The Fastenal School of Business (FSB)

At Fastenal, we empower our local people to make the best decisions for their customers and the company. This decentralized service approach wouldn't be possible without a highly trained, ethical work force, which is why we've built the most comprehensive corporate university in our industry: the Fastenal School of Business (FSB).

With 20 campus locations, extensive field training, and a dynamic online training portal, FSB provides career-long opportunities for professional education and development, enabling our sales and support personnel to continually improve their product knowledge and service skills. Specialized institutes focus on store operations, leadership, sales, marketing, product education, operations, and support.



Our instructors educate employees through custom designed and delivered curriculum, and all programs are continually measured for effectiveness. FSB also employs a registrar and a team of training coordinators, who together oversee coordination, logistics, materials and registrar functions.

In 2015 alone, Fastenal employees completed more than 9,200 instructor-led FSB courses along with approximately 477,800 online courses.



### Customer Training

We offer customized training programs to meet specific goals and requirements. Training sessions are generally held at the customer's facilities, with training conducted by Fastenal employees (including our engineers and industry specialists) and/or Fastenal qualified suppliers. In most cases, courses are hands-on and interactive.

Our **safety training** programs include proper PPE selection, fitting and use. We offer various on-site assessment, survey and testing programs in conjunction with our key safety suppliers (*see page 7*) and Fastenal Safety Specialists.

Other commonly requested training programs include **fastener training** led by our in-house team of engineers. Fastenal Engineering has developed training courses for both OEM and MRO customers. They have the expertise to cover a number of fastener topics, including fastener strengths, head markings, material, threads, torque, clamp load, principles of bolted joints and other aspects of fasteners and their applications. These trainings are all customized to meet the needs of the customer and targeted specifically for the intended audience. Training sessions can be limited to two hours, but some of the more in-depth training can last up to two days.

We also provide **product training** in most of the product lines we carry, including certified supplier training.

## Quality Management System

Quality is deeply rooted in our company DNA. We were founded by a mechanical engineer (Bob Kierlin) in 1967. We were among the first in the industry to implement full product traceability (many years before the Fastener Quality Act was passed into law). We have been ISO quality registered since 1994. And we received our first A2LA lab accreditation in 1998.

Today, our corporate functions are centered on the ISO 9001:2008 standard, and we're registered at locations worldwide, including each of our distribution centers, our FASTCO operations, and our manufacturing facilities. Our current quality system includes:

- Pre-production, 1<sup>st</sup> article and pre-shipment testing of all globally sourced standard product. (Manufactured products subject to testing per applicable customer and industry specifications.)
- A documented and implemented supplier approval program with scheduled on-site audits on a three-year cycle. Our policy is that we buy standard product only from approved suppliers.
- Systematic supplier product audits conducted by our six A2LA accredited laboratories, analyzing dimensional, mechanical and chemical attributes.
- Tracking and charting of internal and supplier performance to enhance customer satisfaction; quarterly meetings to review supplier performance.
- Documented and implemented national account programs (custom QA/QC programs to meet strategic customers' needs).
- Annual management reviews of our quality system to determine our effectiveness and drive continuous improvement.
- All Fastenal stores that service OEM accounts are subject to what we call our "OEM Lockdown" program. Every time the store supplies a new part or uses a new source of supply for an OEM customer, the initial order *must* be reviewed by our quality team to verify it meets the customer's specifications. This process is built into our point-of-sale system, making it impossible for a store to invoice the product without a first-article inspection.



Malaysia Test Cert # 1046.05  
Shanghai Test Cert # 1046.04  
Taiwan Test Cert # 1046.03  
Winona, MN Test Cert # 1046.01  
Winona, MN Calibration Cert # 1046.02  
HOLO-KROME Test Cert # 1046.06

*Complete scope of certification  
available upon request*

## Quality Assurance Lab and Equipment

The scope of our A2LA accreditation includes mechanical, chemical, dimensional and calibration testing. Our calibration lab and primary mechanical/chemical test lab is located in Winona, MN, and first completed its A2LA accreditation in 1998. Since then we've received A2LA accreditation for our labs in Shanghai, Taiwan, Malaysia, Wallingford, CT (HOLO-KROME), and most recently, Modrice, Czech Republic.

Fastenal's labs provide product testing to internationally recognized standards, including ASTM, SAE, ASME, ISO, DIN as well as customer required specifications. The following is a list of equipment used in our labs:



**30,000 lb. & 200,000 lb. Tensile Testers** – Testing externally threaded fasteners for tensile, proof load, and yield strengths; testing internally threaded fasteners for proof loads



**Rockwell Hardness Tester** – Testing Rockwell hardness in the B & C scales, and surface hardness on the 30N

**Micro-hardness Tester** – Hardness testing using the Vickers scale

**Auto Sorting Equipment** – Performs laser, optical, and eddy current sorting to automatically inspect every fastener in a lot, when 100% compliance is required

**Skidmore-Wilhelm** – Measurement of clamp load between internal and external thread assembly

**Spectrometer** – Chemical analysis for iron, nickel, aluminum, copper, and titanium base materials

**Portable XRF** – Rapid alloy identification, PMI (positive material identification), sorting of materials

**Metallographic Microscope** – Analysis of grain structures and boundaries on raw material and finished product

**X-Ray Fluorescence (Plating Thickness)** – Measurement of zinc plating

**Mag-Particle (AC/DC)** – Nondestructive inspection capabilities for analyzing quench cracks, seams, and discontinuities above and below the surface

**Variable Thread Gauging** – Inspection of internal and external threads for pitch and functional diameters

**Ring and Plug Gauges** – “Go / no go” thread inspection for inch and metric sizes

**Optical Comparator** – Dimensional inspection of linear measurements, angles, thread profiles, and radiuses

**Drive Test Plates, Torsional Collets, and Ductility Blocks** – Performance testing for tapping, thread cutting, and thread rolling screws

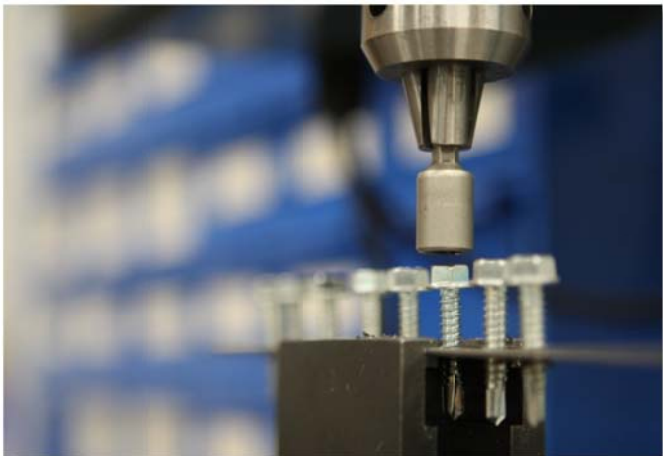
**Length Gauges** – 6 and 12 inch gauges for measuring lengths

**Recess Checker** – Recess depth and penetration depth on cross-recessed, hex, and slotted drives

**Protrusion Gauge** – Measurement of head protrusion on countersunk fasteners

**Drill Drive Tester** – Drill-drive performance test for self-drilling tapping screws

**CMM** – Coordinate measuring machine for precise measurements of angles, concentricity, roundness, diameter of holes, distance of points, etc.



**Corrosion Test Chamber** – Salt spray (fog) testing per ASTM B117

**Charpy Impact Machine** – Impact testing of L7 material. Impact testing up to 264 ft/lbs with a temperature range of +410°F to -202°F

**Liquid Penetrant** – Nondestructive testing of non-magnetic materials

**Additional Equipment:**

MicTrac, Elongation Gauge, Torque Wrenches, Gauge Block Set, Digital Calipers, Micrometers, Pitch Micrometers

## Supply Chain Diversity

At Fastenal we recognize the many opportunities small and diverse businesses provide as our suppliers, vendors and strategic customers. Our Supplier Diversity program facilitates the demand for small business advocacy among large corporations, prime contractors, city/state/local government, federal government and many other organizations. Understanding this demand helps us provide opportunities to small and diverse businesses in both the United States and Canada.

### 2<sup>nd</sup> Tier Program

We are committed to building relationships with, and purchasing goods and services from, qualified small and diverse businesses to the maximum extent possible while meeting our standards for quality and reliability. This program is not limited to just Woman-Owned and Minority-Owned Business Enterprises; we also support and offer products supplied by Small Businesses, Small Disadvantaged Businesses, Veteran-Owned and Service Disabled Veteran-Owned Businesses, and HUBZone certified businesses. No matter the request or certification criteria, Fastenal's Supplier Diversity team can help.



### 1<sup>st</sup> Tier Authorized Reseller Program

Certain projects, contracts and companies have a very high demand for diversity spend. Our 1<sup>st</sup> tier 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:

- Small Business (SBE)
- Small Disadvantaged Business (SDB)
- Minority Business Enterprise (MBE)
- Disadvantaged Business Enterprise (DBE)
- Woman Business Enterprise (WBE)
- Small Veteran-Owned Business (SVOB)
- Small Disabled Veteran-Owned Business (SDVOB)
- HUB Zone business (HUB )

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. Customers must qualify for this program. Election of a Tier 1 Supplier Diversity solution will necessitate an offer from the Minority-owned reseller to negotiate pricing and terms. Contact [suppliercert@fastenal.com](mailto:suppliercert@fastenal.com) for more information.



## Green Resources



### Corporate Green Policy

Fastenal's green policy is an evolution of our lean quality initiatives, which are focused on eliminating waste and redundancy. It is also aligned with our government contract compliance initiatives. In short, it is our mission to operate our business in the most environmentally-friendly way possible without compromising quality or service.

### Environmentally Preferred Products (EPP)

Fastenal offers environmentally preferred solutions across many product categories, with a focus on Waste Reduction, Energy Conservation, Water Conservation, and Green Cleaning and Maintenance.

Green products are clearly marked with the Fastenal "green" icon, indicating that the item offers environmental benefits according to either a third-party certifying agency (EcoLogo, Green Seal, etc.) or information provided by the manufacturer. You can search for available green products in each category on Fastenal.com (under Promotions & Special Interests). We also offer an eCatalog of green product solutions found at: [Fastenal.com](http://Fastenal.com) > [Products](#) > [Green Items](#).



### Usage Reporting

Fastenal's Sustainable Product Coordinator can provide reporting for any time period to track purchases of environmentally preferred products. Reports can provide summary views, as well as details about why or how the products are environmentally preferred. An example of our green reporting is available on the following page.

### Recycling Programs:

- **Call-2-Recycle** – 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.
- **Ink & Toner Cartridge Recycling** – Fastenal also offers simple, convenient recycling of printer cartridges. Let us do the work for you; it's easy, quick and free.
- **RecyclePak®** – When the container is full, simply ship it out – it's prepaid. Fastenal offers a wide range of RecyclePak packaging to meet your hazardous material recycling needs.

### Energy Efficient Retrofits

Fastenal has partnered with LightSource Unlimited to provide lighting audits and energy-efficient lighting retrofits, including LED solutions through our Power Phase HPLED brand. Work with your local Fastenal store to receive an initial cost savings estimate.

### FAST Solutions<sup>SM</sup> (Industrial Vending)

The same features and benefits that make our industrial vending machines *lean* also make them *green*. Below is a look at the environmental impact of vending:

- ✓ **Reduces waste** – inventory is tracked and controlled, promoting mindful usage
- ✓ **Automates reordering** – eliminates paper, ink, toner and processing
- ✓ **Eliminates stock-outs/emergencies** – no extra trips, saves fuel and lowers emissions
- ✓ **Increases productivity** – less time traveling to the tool crib = less machine idle time
- ✓ **Low energy consumption** – many FAST Solutions use less energy than a standard light bulb
- ✓ **Supports compliance** – can be stocked with broad range of environmentally preferred products available through Fastenal



## Compliance Reports

Fastenal Product Compliance team can help you support your compliance initiatives, including providing reporting for your supplier diversity and/or green purchases. These reports can be as basic as the summary views shown below, or they can display details down to the department/division, product category or part level. These reports also serve to monitor your progress towards your diversity/green requirements or goals.

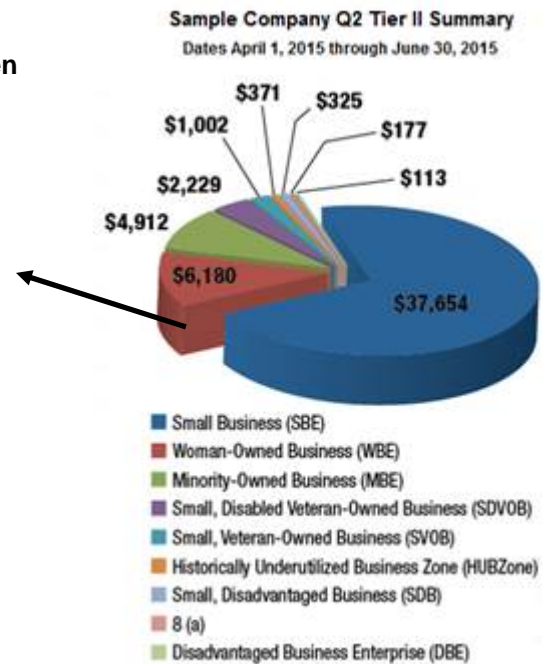
### Supplier Diversity

Sample Company Q2 Tier II Spending		
Dates: April 1, 2015 through June 30, 2015		
Category	Spend	% of Total Spend
Small Business (SBE)	\$37,654	17.36%
Woman-Owned Business (WBE)	\$6,180	2.85%
Minority-Owned Business (MBE)	\$4,912	2.26%
Small, Disabled Veteran-Owned Business (SDVOB)	\$2,119	0.98%
Small, Veteran-Owned Business (SVOB)	\$1,002	0.46%
Historically Underutilized Business Zone (HUBZone)	\$371	0.17%
Small, Disadvantaged Business (SDB)	\$325	0.15%
8 (a)	\$177	0.08%
Disadvantaged Business Enterprise (DBE)	\$113	0.05%
<b>Total Q2 Spend (Incl, Non-Green)</b>	<b>\$216,916</b>	<b>24.37%</b>

Sample Company Green Products Q2 Summary		
Dates: April 1, 2015 through June 30, 2015		
Category	Spend	% of Total Spend
Environmentally Preferred	\$7,231	3.33%
Leadership in Energy & Environmental Design (LEED)	\$1,996	0.92%
Green Seal	\$952	0.44%
ENERGY STAR	\$259	0.12%
EcoLogo	\$213	0.10%
GREENGUARD	\$201	0.09%
Design for Environment (DfE)	\$165	0.08%
UL Environment Certified	\$112	0.05%
Sustainable Forestry Initiative (SFI)	\$96	0.04%
Forest Stewardship Council Certified (FSC)	\$78	0.04%
Carpet & Rug Institute Seal of Approval	\$55	0.03%
USDA BioPreferred	\$52	0.02%
<b>Total Q2 Spend (Incl, Non-Green)</b>	<b>\$216,916</b>	<b>5.26%</b>

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requires supporting documentation from all manufacturers with sustainable products. Below is an example of the information Fastenal can provide itemizing customer locations/divisions as well as the product characteristics that determine its classification as a sustainable product.

Division/Location	Fastenal Part	Qty. Shipped	Sum of Ext.
Customer Distribution Center	0612025	5	\$783.00
Customer Corp. Office	0600145	72	\$621.00

- Fastenal Part 0612025 (Stainless Steel Cleaner – Soy gallon pail) is made with only 100% sustainable, plant-based ingredients and is free of petrochemicals, dyes, synthetic perfumes, formaldehyde, 1,4 Dioxane.
- Fastenal Part 0600145 (800' BrwnPprTwl Roll) may contribute to LEED Credits, is EPA compliant, is made of 100% recycled, 50% post-consumer waste and is EcoLogo certified.

## References

**Emerson Electric Company**

8000 West Florissant Avenue  
St. Louis, MO 63136-8506  
Contact: Sixto Murillo  
LASCO – Global Strategic Sourcing Manager  
Sixto.Murillo@emerson.com  
Phone: (52 81) 1086 2434 x110

**Oshkosh Corporation**

W6545 Quality Drive  
Greenville, WI 54942  
Contact: Brent Rohrs  
Director, GPSC – Engineered Products  
brohrs@oshkoshcorp.com  
Phone: 920-235-9151 x26627

**General Electric Company**

3200 Wildwood Parkway  
11-02A-03  
Atlanta, GA 30339  
Contact: Ed Landry  
Global Commodity Leader - MRO  
edward1.landry@ge.com  
Phone: 678-844-4479

**The Procter & Gamble U.S. Business Services Company**

6105 Center Hill Avenue  
Cincinnati, OH 45224  
Contact: Brian Haynes  
Senior Purchasing Manager  
haynes.bs@pg.com  
Phone: 513-627-0129



Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

State of West Virginia  
Request for Quotation  
27 — Miscellaneous

Proc Folder: 244354

Doc Description: Addendum No. 02: FASTEN16- Fasteners and Fastening Devices

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2016-09-06	2016-09-13 13:30:00	CRFQ 0212 SWC1700000002	3

**BID RECEIVING LOCATION**

BID CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON ST E

CHARLESTON

WV

25305

US

**VENDOR**

Vendor Name, Address and Telephone Number:

Fastenal Company  
2001 Theurer Blvd  
Winona, MN 55987  
P: 507-453-8548

**FOR INFORMATION CONTACT THE BUYER**

Jessica S Chambers

(304) 558-0246

jessica.s.chambers@wv.gov

Signature X

FEIN # 41-0948415

DATE 9/12/2016

All offers subject to all terms and conditions contained in this solicitation

REQUEST FOR QUOTATION  
Fasteners and Fastening Devices

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- 9.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Bill Franssen

**Telephone Number:** 757-342-6123

**Fax Number:** 507-494-3225


**Email Address:** wfransse@fastenal.com



Exhibit A  
FASTEN 16 - Pricing Page

Vendors Should Complete All Columns

Pricing Page Eligible Item Description						Discounted Unit Price Calculation			
All references to Brand Names are for illustration purposes only and Vendor's may bid the Brand listed or an Equal product.									
Item #	Description		Manufacturer	Mfg. #	Size/Wt	Catalogue Price	Units Provided for Catalogue Price	Unit Price	Discount Percentage
List of Discount Percentages:									
(Use additional sheets if needed for number of discount percentages being offered.)									
			DISCOUNT PERCENTAGE						
1	Discount Percntag for All catalogue Items		60%						

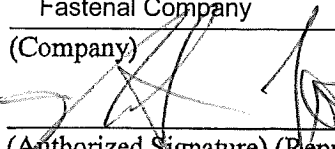
VENDOR NAME: <u>Fastenal Company</u>		PHONE: <u>757-342-6123</u>
CONTRACT MANAGER: <u>Bill Franssen</u> (Please print)		FAX: <u>507-494-3225</u>
		EMAIL: <u>wfransse@fastenal.com</u>
AUTHORIZED REPRESENTATIVE:  (Signature)	9/12/2016 (Date)	
AUTHORIZED REPRESENTATIVE: <u>Nick Lundquist</u> (Print)		

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Tom Lankford - Government Sales Specialist

(Name, Title)  
Tom Lankford - Government Sales Specialist  
(Printed Name and Title)  
Corporate: 2001 Theurer Blvd Winona, MN 55987  
(Address)  
P: 757-338-1399 F: 507-494-3232  
(Phone Number) / (Fax Number)  
tlankford@fastenal.com  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Fastenal Company  
(Company)  
  
(Authorized Signature) (Representative Name, Title)

Nick Lundquist - Executive Vice President  
(Printed Name and Title of Authorized Representative)

9/12/2016  
(Date)

P: 757-338-1399 F: 507-494-3232  
(Phone Number) (Fax Number)

STATE OF WEST VIRGINIA  
Purchasing Division

## PURCHASING AFFIDAVIT

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Fastenal Company

Authorized Signature: [Signature]

Date: 9/12/2016

State of Minnesota

County of Winona, to-wit:

Taken, subscribed, and sworn to before me this 12 day of September, 2016.

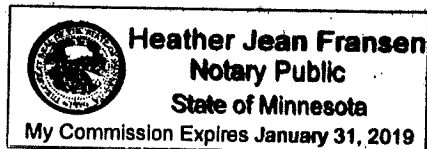
My Commission expires January 31, 2019.

**AFFIX SEAL HERE**

**NOTARY PUBLIC**

[Signature]

Purchasing Affidavit (Revised 08/01/2015)



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ 0212 SWC1700000002**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.


**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

<input checked="" type="checkbox"/> Addendum No. 1	<input type="checkbox"/> Addendum No. 6
<input checked="" type="checkbox"/> Addendum No. 2	<input type="checkbox"/> Addendum No. 7
<input type="checkbox"/> Addendum No. 3	<input type="checkbox"/> Addendum No. 8
<input type="checkbox"/> Addendum No. 4	<input type="checkbox"/> Addendum No. 9
<input type="checkbox"/> Addendum No. 5	<input type="checkbox"/> Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Fastenal Company  
 \_\_\_\_\_  
 Company  
  
 \_\_\_\_\_  
 Authorized Signature  
 9/12/2016  
 \_\_\_\_\_  
 Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.  
 Revised 6/8/2012

WV-10  
Approved / Revised  
12/16/15

## State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

**1. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
- ☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification;
- ☐ Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; or,
- ☐ Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,

**2. Application is made for 2.5% vendor preference for the reason checked:**

- ☒ Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

**3. Application is made for 2.5% vendor preference for the reason checked:**

- ☐ Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; or,

**4. Application is made for 5% vendor preference for the reason checked:**

- ☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

**5. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

**6. Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

- ☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

**7. Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**

- ☐ Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Fastenal Company

Signed: [Signature]

Date: 9/12/2016

Title: Executive Vice President

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.



Fastenal's FMI program makes it simple and affordable to any sized operation to implement state-of-the-art bin systems backed by your local Fastenal store service. Fastenal monitors the inventory levels as frequently as needed. You approve the orders through your fastenal.com account, then Fastenal delivers and puts the parts away.

## PUT AN END TO THESE COMMON INVENTORY PROBLEMS:

- Stock outs
- Too much inventory
- Too many suppliers
- Not enough cash flow (limited budget)
- Too much time shopping price
- Non-contributing inventory
- Unorganized storage areas
- Excess freight charges
- No paperwork with shipments
- Too many purchase orders to process
- Late deliveries
- Next-day emergency deliveries



## HERE'S HOW WE IMPROVE & REDUCE ORGANIZATION & PRODUCTIVITY INVENTORY & STOCK OUTS

1. Provide new storage equipment **FREE** of charge with FMI Service Agreement
2. **Organize** and **label** your inventory locations
3. **Review inventory**, generate replenishment quantities, and put product away based on your needs
4. **Review usage** to make sure inventory in your facility and our store reflect your desired service levels

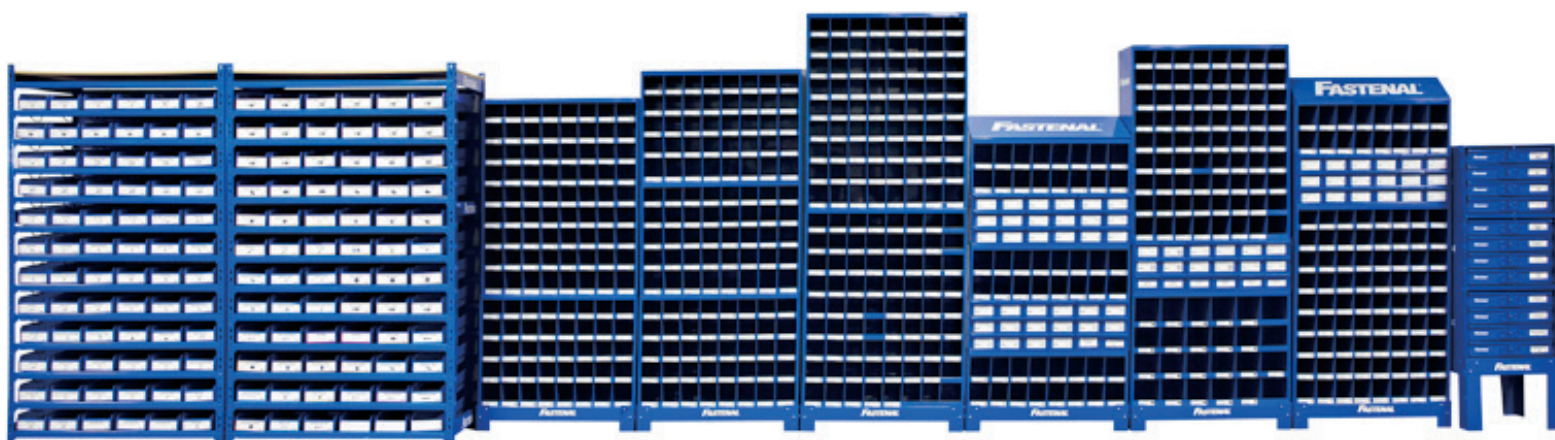
Manage and approve orders through [fastenal.com](https://fastenal.com) e-quotes.

## FMI SERVICE AGREEMENT

- NEW bins at no cost
- Bin labels polyester, washable, removable, a color image
- Clear understanding of the partnership and expectations
- Backed by your local BLUE TEAM... local service, inventory management, and inventory stocked to support your dynamic needs

## FAST Scan Option

- ✓ Fastenal organizes & re-labels
- ✓ Device provided by Fastenal
- ✓ Customer monitors inventory and scans to generate new orders.
- ✓ Usage by bin location Fastenal provides



## ACTIVE INVENTORY MANAGEMENT

Fastenal assigns each part with a unique location specific identifier to determine **how much of which parts should be stocked where.**

## STOCK

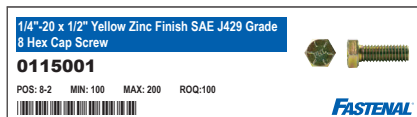
### LABEL STOCKING LOCATIONS

- Assign unique location & bin position to part number

## CONSUME

### ESTABLISH USAGE & SERVICE HISTORY

- Create new orders by scanning FMI labels



## ANALYZE

### RUN BIN-STOCK USAGE ANALYSIS

- Increase or reduce min/max
- Add or remove parts/ stocking locations

## ADJUST

### OPTIMIZE INVENTORY TO REFLECT USAGE

- At your facility
- At your local Fastenal store