



VCU Procurement Services

CONTRACT RENEWAL

DATE: 5/8/2023
CONTRACT TITLE: Supply Agreement for e-Catalog for Facilities Management Supplies
CONTRACT NO: C0000029
LEGACY CONTRACT NO: 2018.000208
NEW START DATE: 7/1/2023
NEW END DATE: 6/30/2025
RENEWAL NUMBER: 1
CONTRACTOR: Fastenal Company

PRICING:

Select one of the options below.

- Pricing remains the same as the previous contract period.
- Attached is the revised pricing in accordance with the contract terms.

All other terms and conditions of **C0000029** shall remain unchanged and in full force and effect.

RESPONSE:

Fastenal Company

Name of Firm

Signature

William Drazkowski

Name Printed

Executive Vice President

Title

5/17/2023

Date



VCU

Procurement Services

FIRST AMENDMENT TO SUPPLY AGREEMENT,
CONTRACT 2018-000208 BY AND BETWEEN
VIRGINIA COMMONWEALTH UNIVERSITY AND
FASTENAL COMPANY

This First Amendment to Supply Agreement dated February 5, 2019, by and between Virginia Commonwealth University, hereafter referred to as "VCU", and Fastenal Company, hereinafter referred to as "Contractor", is entered into as of the 18th day of February, 2020 (the "First Amendment").

WHEREAS, VCU and the Contractor entered into the Supply Agreement (the "Contract"), pursuant to Contract 2018-000208 between The Regents of the University of California and Fastenal, dated June 19, 2018 ("the Master Agreement");

WHEREAS, VCU and Contractor desire to amend the Volume Incentive Addendum to the Contract as provided below;

WHEREAS, VCU desires to continue to obtain the goods and services that Contractor offers as revised herein;

WHEREAS, Contractor agrees to continue to provide the goods and services to VCU as revised herein;

WHEREAS, the Contract provides for changes to the terms of the Contract through a change provision set forth in Section Q. Entire Agreement;

NOW THEREFORE, VCU and Contractor agree to enter into this First Amendment to allow the following changes and additions to the Contract:

1. Volume Incentive Addendum is hereby modified to include the following:

Growth Incentive Program Payments shall be issued to VHEPC [Virginia Higher Education Procurement Consortium] along with VASCUPP member payment allocation information. VHEPC will distribute incentive payments to participating VASCUPP members based on VASCUPP member payment allocation information provided.

This First Amendment shall become effective upon execution by VCU and Contractor. All other terms and conditions of the Contract shall remain in full force and effect.

(Signature page to follow)

IN WITNESS WHEREOF, the parties have caused this First Amendment to be duly executed, intending thereby to be legally bound.

VIRGINIA COMMONWEALTH UNIVERSITY

FASTENAL COMPANY

DocuSigned by:
Karol Kain Gray
By: _____
065296684674403...


By: _____

Name Printed: Karol Kain Gray

Name Printed: Terry Owen

Title: Senior VP and CFO

Title: Sr. Executive VP

Date: 2/20/2020

Date: 2/25/2020

SUPPLY AGREEMENT

This Supply Agreement (Agreement), made and entered into as of the date the last authorized signature is affixed hereto, by FASTENAL COMPANY, ("Fastenal") and VIRGINIA COMMONWEALTH UNIVERSITY, a corporation and an institution of higher education of the COMMONWEALTH OF VIRGINIA, hereinafter referred to as "University" or "VCU", on behalf of the VIRGINIA HIGHER EDUCATION PROCUREMENT CONSORTIUM, hereinafter referred to as VHEPC, and the VIRGINIA ASSOCIATION OF STATE COLLEGE & UNIVERSITY PURCHASING PROFESSIONALS, hereinafter referred to as VASCUPP. Fastenal and VCU are sometimes referred to as a "Party" and collectively as the "Parties."

RECITALS

WHEREAS, Fastenal entered into a Purchasing Agreement bearing Contract number 2018.000208 with The Regents of the University of California on behalf of the University of California, dated June 19, 2018 (the "Master Agreement"); and

WHEREAS, the Master Agreement, Paragraph 13, allows cooperative purchasing; and

WHEREAS, VCU, as an institution of Higher Education, wishes to participate under the Master Agreement as a Participating Agency; and

WHEREAS, University is a member of VASCUPP, a consortium of like public universities in the Commonwealth of Virginia, and is entering into this contract on behalf of the VASCUPP consortium and VHEPC; and

WHEREAS, Fastenal desires to extend the pricing and Goods and Services as more fully described in the Master Agreement to VCU, VASCUPP, and VHEPC; and

WHEREAS, Fastenal and VCU agree to the terms and conditions of the Master Agreement except as amended by this Agreement.

NOW, THEREFORE, in consideration of the mutual promises set forth herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

1. Contents. These documents are hereby incorporated into and made part of this Agreement:

- A. Attachment 1, Volume Incentive Addendum; and
- B. The Fastenal Purchasing Agreement, Contract number 2018.000208 and any amendments, thereto.

Any inconsistency between this Agreement, the Attachment and the Master Agreement shall be resolved by giving precedence in the following order: this Agreement, the Attachment, and the Master Agreement.

2. Specific Provisions

- A. VASCUPP. The VASCUPP consortium consists of the following schools: VCU, Virginia Tech, William & Mary, University of Mary Washington, University of Virginia, George Mason University, Longwood University, Radford University, James Madison University, and Old Dominion University. Participation in this Agreement by each school shall be voluntary at each school's discretion. Schools wishing to participate shall complete and sign a contract participation form.
- B. SWaMFest Sponsorship. Fastenal shall sponsor VASCUPP's SWaMFest event on an annual basis during the term of this contract at a sponsorship level to be negotiated annually based on the success of the agreement, as determined by volume of sales against this Agreement.
- C. Volume Incentives. Any minimum spend threshold required for volume incentives shall apply to the aggregate spend of all participating VASCUPP schools.
- D. Payment Terms. VCU shall pay Fastenal net 30 days following receipt of a proper invoice, services rendered, or goods delivered, whichever is later pursuant to and in accordance with Code of Virginia § 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act. Interest accrues at the rate permitted by Code of Virginia § 2.2-4347 through 2.2-4354 known as the Virginia Prompt Payment Act.
- E. TERMINATION. VCU may terminate this Agreement with or without cause with sixty (60) days prior written notice to the other party. If Fastenal breaches this Agreement, in addition to any other rights or remedies, VCU may terminate this Agreement without prior notice.
- F. INSURANCE. Fastenal certifies that it has and shall maintain the following insurance coverages for the term of this Agreement and that all such insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.
 - a. COMMERCIAL GENERAL LIABILITY. \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. VCU must be named as an additional insured and so endorsed on the policy.
 - b. AUTOMOBILE LIABILITY. \$1,000,000 per accident and \$2,000,000 in the aggregate.
- G. LIMITATION OF LIABILITY. To the extent permitted by the Virginia Tort Claims Act, Section 8.01-195.1, et. seq. of the Code of Virginia, as amended, and other applicable statutes relating to claims against the Commonwealth or its agencies, VCU shall be responsible for the negligent acts or omissions of its officers, employees, and agents. The total cumulative liability of VCU, its officers, employees and agents in connection with this agreement or in connection with any goods, services, actions or omissions relating to this agreement, shall not under any circumstance exceed payment of the maximum purchase price.

Fastenal shall be responsible for the actual damages caused by itself, its officers, employees, and agents in connection with this Agreement or in connection with any goods, services, actions or omissions relating to this Agreement. Regardless of any provision herein, Fastenal shall be liable for all personal injury and property damage

resulting from Fastenal, its agents, officers, directors, and affiliates negligence, gross negligence, or willful misconduct.

- H. INDEMNITY. Fastenal agrees to indemnify and hold harmless VCU, the Commonwealth of Virginia, and their officers, employees and agents from any claim, damage, liability, injury, expense or loss, including defense costs and attorneys' fees, arising from activities under this Agreement. Accordingly, VCU will promptly notify Fastenal of any claim or action brought against VCU in connection with this Agreement. On such notification, Fastenal will immediately take over and defend any such claim or action in accordance with Section 2.2-514 of the Code of Virginia.
- I. REGULATIONS. During the performance of this Agreement, Fastenal will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of Fastenal. Fastenal agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. Fastenal, in all solicitations or advertisements for employees placed by or on behalf of Fastenal, will state that Fastenal is an equal opportunity employer.; and (2) Fastenal agrees to (a) provide a drug-free workplace for Fastenal's employees; (b) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in Fastenal's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (c) state in all solicitations or advertisements for employees placed by or on behalf of Fastenal that Fastenal maintains a drug-free workplace; and (d) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- J. INDEPENDENT CONTRACTORS. The relationship between VCU and Fastenal created by this Agreement is that of independent contractors. Nothing contained herein shall be construed as constituting any other relationship between VCU and Fastenal, including that of a legal representative of VCU.
- K. APPROPRIATION. Funding for any Agreement between the University and Fastenal is dependent at all times upon the appropriation of funds by the Virginia General Assembly and/or any other organization of the Commonwealth authorized to appropriate such funds. In the event that funding to support this Agreement is not appropriated, whether in whole or in part, then this Agreement may be terminated by the University effective the last day for which appropriated funding is available.
- L. CONFIDENTIALITY. Fastenal may obtain confidential and proprietary information from VCU during the performance of the services under this Agreement. Such confidential and proprietary information may be disclosed in writing, orally or contained via any other media. "Confidential Information" is defined as any information designated as confidential by VCU, including but not limited to information about VCU personnel and students of VCU to the extent such information is not available to the public domain in accordance with the laws of the Commonwealth of Virginia and the Family and Education Records Privacy Act (FERPA).

Fastenal agrees that all Confidential Information shall be held in the strictest confidence and shall not be used for purposes other than its business with VCU. Fastenal agrees

not to release, copy or discuss in any format any Confidential Information. Fastenal shall disclose Confidential Information only to officers, directors, or employees of Fastenal with a specific need to know. Fastenal shall not disclose, publish or otherwise reveal any Confidential Information received from VCU to any other party whatsoever, except with the specific prior written authorization of VCU.

Upon the completion of the services and upon request of VCU, Fastenal shall return all Confidential Information received in written format, including copies or reproductions of or other media containing Confidential Information within seven (7) days of such request. At Fastenal's option, any such documents or other media developed by Fastenal containing Confidential Information may be destroyed by Fastenal provided that Fastenal provides VCU a written acknowledgement that all media containing Confidential Information has been destroyed by Fastenal. Nothing contained herein is intended to limit VCU's compliance with the Virginia Freedom of Information Act.

- M. **AUDIT.** The University reserves the right to audit or cause to be audited Fastenal's books and accounts regarding the University's account at any reasonable time with prior notification during the term of this Agreement and for three years thereafter. Fastenal will make available to the University books and records relating to performance of this Agreement as mutually agreed upon during said period.
- N. **FORCE MAJEURE.** Neither Party will be responsible for any losses resulting from delay or failure in performance resulting from any cause beyond either Party's control, including without limitation, war, strikes or labor disputes, civil disturbances, fires, natural disasters, and acts of God.
- O. **GOVERNING LAW AND FORUM.** This Agreement shall be construed, governed, and interpreted pursuant to the laws of the Commonwealth of Virginia without regard to choice of law principles. Fastenal agrees that all disputes arising under this Agreement shall be brought before a court of competent jurisdiction located in Richmond, Virginia.
- P. **SOVEREIGN IMMUNITY.** VCU is an agency of the Commonwealth of Virginia and is afforded the protection of sovereign immunity under Virginia law. Notwithstanding any other provision, nothing in this Agreement shall be deemed to be or construed as a waiver of VCU's or the Commonwealth of Virginia's sovereign immunity, or any other applicable requirements under Virginia law for bringing claims against VCU or the Commonwealth of Virginia.
- Q. **ENTIRE AGREEMENT.** This Agreement, Attachment 1 and the Master Agreement are the entire agreement between the University and Fastenal. In the event Fastenal enters into terms of use agreements or other agreements or understandings, whether electronic, click-through, verbal or in writing, with University employees, such agreements will be null and void and without effect. The parties agree that this Agreement contains the entire agreement between the parties and may only be modified by written agreement executed by both Parties. This Agreement can be modified or amended only by a writing signed by all of the parties.
- R. **NOTICES.** All notices, requests, demands and other communications which are required or permitted to be given under this Agreement shall be in writing or in email form and shall be deemed to have been duly given upon the delivery or receipt thereof, as the case may be, if delivered personally or sent by registered or certified mail, return receipt requested, postage prepaid, to the respective Party hereto.

Fastenal
FASTENAL CORPORATION
Attn: Bill Franssen
237 Elliott Avenue
Charlottesville, VA 22973
757-342-6123

VCU
Virginia Commonwealth University
Office of Procurement Services
Attn: Associate Director, Procurement Services
912 West Grace Street
Richmond, VA 23298
Phone: (804) 828-1077

Individual University departments who place orders to Fastenal will be the first contact for issues or problems with that particular order. University departments do not have authority to approve amendments, modifications, or price changes to this Agreement. Fastenal will not make any commitments or comments, or take actions on behalf of the University without the explicit direction of the Office of Procurement Services.

- S. MISCELLANEOUS. This Agreement may be executed in any number of counterparts, each of which shall be deemed an original, but all such counterparts together shall constitute but one and the same instrument. The conditions and covenants herein contained shall inure to the benefit of and are binding upon the parties hereto, their personal representatives, successors and assigns. Neither party to this Agreement will have the right to assign this Agreement in whole or in part without the prior written consent of the other. To the extent any provision of this Agreement is prohibited by Virginia law, or is otherwise not authorized by Virginia law, due to University's status as an agency of the Commonwealth of Virginia, such provision is null and void. No waiver of any right will be deemed a continuing waiver, and no failure on the part of either party to exercise wholly or in part any right will prevent a later exercise of such or any other right.

IN WITNESS WHEREOF, the Parties to this Agreement by their duly authorized representatives have executed this Agreement the day and year below.

Virginia Commonwealth University

Fastenal Corporation

Name: <u>Mark E. Roberts</u>	Name: <u>Nick Lundquist</u>
Signature: <u>[Handwritten Signature]</u>	Signature: <u>[Handwritten Signature]</u>
Title: <u>Interim Director</u> <u>Procurement Services</u>	Title: <u>EVP</u>
Date: <u>2/5/19</u>	Date: <u>2-4-19</u>

VOLUME INCENTIVE ADDENDUM

MAINTENANCE REPAIR AND OPERATIONS (MRO) SUPPLIES AND RELATED SERVICES

Administered by the University of California (UC) on Behalf of the California Higher Education Strategic Sourcing (CHESS) and other government agencies and non-profits.

PURCHASING AGREEMENT
Contract Number: 2018.000208

Fastenal Company
And
Virginia Commonwealth University

(2/1/19)

1. Scope: This Supply Agreement covers the National IPA MRO Contract led by the University of California (UC) on behalf of the California Higher Education Strategic Sourcing (CHESS) and other government agencies and non-profits for use by Higher Education and other governmental agencies and non-profits.
2. Will the Participating Entity be issuing Fastenal a separate Contract Number or Blanket Purchase Order? Y/N NO

If so, What Contract Number will be issued _____

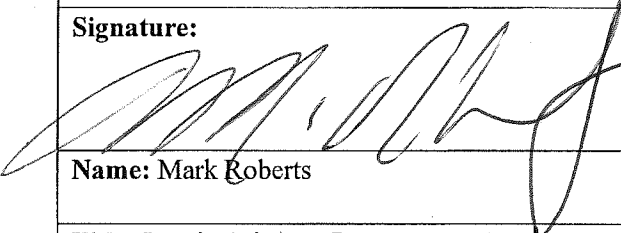
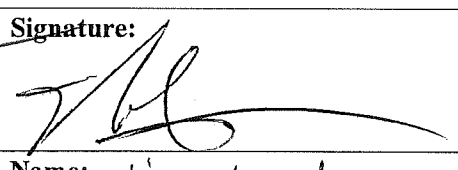

3. Participation: Fastenal is offering the incentives detailed below to any VASCUPP/VHEPC members utilizing the agreement who collectively meet an aggregate minimum spend with Fastenal of \$150,000 per year in product purchases.

MRO PRIMARY DISTRIBUTOR AWARD INCENTIVE PROGRAM	
Rebate (or Discount)	1% paid on annual contract spend.
Sales Growth Incentive	5% paid on annual contract spend in excess of previous year's spend with Fastenal
E-commerce Incentive Rebate	1% paid on all approved purchases through E-Commerce platform if E-Commerce spend is at least 50% of total spend through program. 2% paid on all approved purchases through E-Commerce platform if E-Commerce spend is at least 80% of total spend through program.
Product Incentive Discount	Fastenal is offering up to a 10% additional discount on any product that is purchased by the Participating Entity that is labeled as Green or Exclusive Brand for Fastenal.
Fastenal Solutions Incentive	3% paid on all product purchased through Fastenal in the first 12 months after signing and implementing a Fastenal Onsite Solution
Customized Market Basket	Participating Entity can customize a market basket of up to 1,500 items in addition to the UC/CHESS/NIPA market basket, which aligns with the Participating Entity's unique volume products. Market Baskets can be Dynamic and may be reviewed on annual basis to customize based on Participating Entity needs.

All incentives and rebates can be negotiated by Participating Agency to be granted at the Discount level if Participating Agency is unable to receive a rebate.

Eligible annual activity includes all product spend (gross product spend less product returns) and excludes freight (if charged) and sales taxes (if charged). The benchmark for year 1 will be determined by the eligible activity (irrespective of contract vehicle) for the previous contract year. Purchasing entity will receive an activity report to support all calculations. Fastenal reserves the right to hold Growth Incentive Program payments until open invoices for the subject contract year are paid. Growth Incentive Program payments shall not automatically roll over in the event that Buyer continues to purchase product from Seller upon expiration of the Agreement. The Growth Incentive Program period terminates at the end of the Agreement term and may only be extended by a written agreement signed by both parties. In the event that the underlying purchase Agreement is prematurely terminated by the Buyer, for any reason, Growth Incentive Program credits accrued in the current contract year shall be forfeited by the Buyer. The Growth Incentives earned by the member will be paid annually within the first contract quarter following each consecutive contract year in the form of a single disbursement.

4. Primary Contacts: The primary government contact individuals for this Supply Agreement are as follows (or their named successors):

Participating Entity: Virginia Commonwealth University	Fastenal:
Signature: 	Signature: 
Name: Mark Roberts	Name: Nick Lundquist
Title: Interim Director Procurement Services	Title: EVP
Address: 912 West Grace Street Richmond, VA 23284	Address: 2001 Theurer Blvd Winona, MN 55987
Phone: 804-828-0033	Phone: 507-313-7633
E-Mail: mroberts8@vcu.edu	E-Mail: govcoordinators@fastenal.com
Date: 1/16/2019  2/5/19	Date: 2-4-19

THE UNIVERSITY OF CALIFORNIA

UNIVERSITY
OF
CALIFORNIA

Office
of the
President



The University of California System

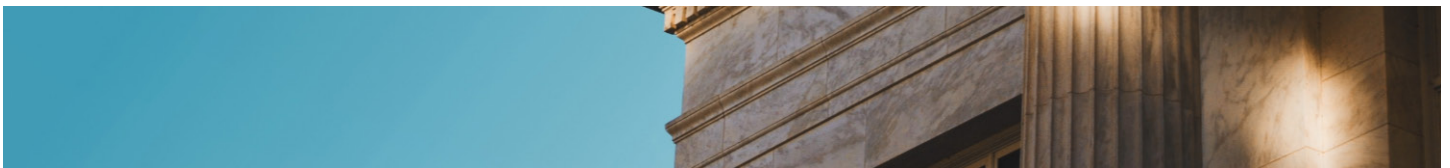
The University of California Office of the President is the strategic sourcing business partner supporting academic and research missions across campuses, labs and medical centers. The University of California Office of the President helps coordinate activities that allow a complex and unique system to operate efficiently as one university, furthering its public interest, academic and research missions. They help oversee and manage programs that serve the entire university system, allowing campuses to capture the savings and efficiencies that come from centralized operations. The University of California Office of the President Procurement Services collaborated with 10 UC campuses, the California State University Office of the Chancellor which represents 23 California State institutions, and The Foundation for Community Colleges which represents 114 California Community Colleges and The Association of Independent California Colleges and Universities which represent 79 private, non-profit colleges and universities in awarding this agreement.



UC Office of the President

*Adrian Ferreira, Sr. Commodity Manager, Facilities & Maintenance,
Strategic Sourcing Centers of Excellence, UC Office of the President*

Adrian Ferreira has worked in the UC system for 15 years, acting as a Material Coordinator and then Senior Buyer for UC San Diego's Health System, serving as the Procurement Manager for UC San Diego Housing, Dining, and Hospitality, and becoming an MRO Strategic Commodity Manager in 2015. For the past two years, Adrian has served as the Facilities & Maintenance Sr. Commodity Manager for UC Office of the President's Center of Excellence, and is responsible for establishing and implementing system-wide commodity strategies including commodity management, strategic sourcing, contract management, supplier relationship management, utilization management, and demand management. Adrian holds a degree in Business Administration from National University.



Who is Fastenal?

Fastenal provides companies with the fasteners, tools, and supplies they need to manufacture products, build structures, protect personnel, and maintain facilities and equipment.

FASTENAL®

Guided by a motto of Growth Through Customer Service®, their local teams work closely with customers to keep needed supplies flowing, provide supply chain solutions and expertise, and drive business improvements that help them compete and thrive. Simply put, they don't just make a sale — they align with their customers to make them more successful.



University of California New MRO Award:

Government agencies and educational institutions nationwide can now purchase maintenance, repair & operations (MRO) supplies and related services from Fastenal through a new agreement awarded by The University of California. This cooperative contract is made available nationwide through National IPA and is effective July 1st, 2018 for a five-year initial term with two additional one-year extensions available.

Maintenance, Repair and Operations (MRO) Supplies and Related Services

Contract #2018.000208

July 1, 2018 through June 30, 2023 with the option to renew for two (2) additional one-year periods through June 30, 2025.

- Enhancements: Ability to negotiate deeper incentives or programs to Participating Agencies
- Fastenal Solution Incentive: 3% paid on product purchase through Fastenal Onsite Solution in the first 12 months
- Two Market Baskets:
 - o National Market Basket of 1300+ items
 - o Site Specific Market Basket OF 1500+ items
- Annual Growth Incentive of 5% paid on prior year sales
- E-commerce Rebate: 1% on 50%< sales through ecommerce. 2% on 80%<through ecommerce
- Early Payment Incentive: ACH 2% 10 N30 or Virtual/Ghost Card Net
- Rebate: 1% paid on annual contract spend directly to Participating Agency
- Sustainability and Private Label- Additional 10% discount applied to classified "Green" or Exclusive Brand



Contact Fastenal

Zach Wise, Government Sales Manager
ZWise@Fastenal.com
(507) 313-7206

Contract Participation Form

In order to receive the pricing and benefits of the contract eligible entity is required to complete the Contract Participation Form below. Submission of this form is an acknowledgement of the intent to purchase from this contract and that all orders placed under the Fastenal account numbers listed with the form (or added later) are in accordance with the terms and conditions of this contract. If you do not have an account number with Fastenal Company (or do not know your account number) a Fastenal representative will contact you. A Fastenal account can only have one (1) Fastenal contract administered to it. Please contact govcoordinators@fastenal.com if you have any questions.

Contact Name	
Title	
Agency/Political Sub	
Department Name	
Email	
Phone	
Physical Address	
City	
State	
Zip Code	
Fastenal Customer Account Number(s)	
Comments	

FAX COMPLETED FORM TO: 507-494-6423

Administration of this request will take 3-5 days for processing.

HOW DO YOU PREFER TO BUY?

LOCAL STORE / PERSONAL SERVICE / INVENTORY SOLUTIONS / FASTENAL.COM

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 branch 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 branch teams monitor and replenish the machines – no paperwork or labor required.
- Dedicated vending specialists work hand-in-hand with our local branches 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 the 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 1000SL (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 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 branch – 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.



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 branch).
- 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 branch-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.