

FASTCO

Fastenal Asia Sourcing & Trading Company

Present to: XXXXXX

Presenter: XXXXXX

Contact: Anson Chan <ychan@fastenal.com>

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“Growth Through Customer Service”



Fastenal Overview

- Founded in 1967
- Headquartered in Winona, Minnesota
- Public Company Listed on NASDAQ in 1987
- The largest Fastener Distributor in the US.
- 14 Distribution Centers
- 2,400+ Store Locations
- 19,000+ Employees
- 2016 Approximate Net Sales 4 billion USD



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Typical Store Location

"Growth through Customer Service"



Fastenal Stores located in 19 Countries and counting.



We are where our customers are.



Product Categories



Fasteners



Tools and Equipment



Safety



Material Handling & Packaging



Chemicals & Paint



Cutting Tools & Metalworking



Electrical



Abrasives



Janitorial



Lifting & Rigging



Plumbing



Hydraulics & Pneumatics



Power Transmissions & Motors



Welding



Raw Materials



Fleet & Automotive



HVAC



Office Products & Furniture

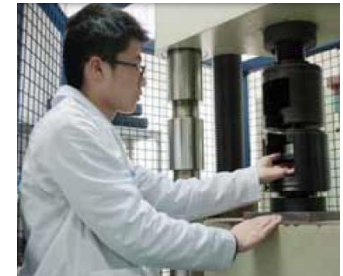


FASTCO Overview

Fastenal **A**sia **S**ourcing and **T**rading **C**ompany

- ❖ Founded in 2003
- ❖ Wholly Foreign Owned Enterprise.
- ❖ Headquartered in Shanghai, China.
- ❖ Offices in China, Taiwan, India and Czech Republic.
- ❖ 200+ Employees
- ❖ A2LA accredited labs in Taiwan, Shanghai & Malaysia







Global Sourcing

- ❖ Develop exclusive branded products
- ❖ Develop business with global supply base



FASTENAL®

FNL®

POWERPHASE

PROFitter

DYNAFLO™

Body Guard®
SAFETY GEAR

ASPECT®
OFFICE PRODUCTS

BLACKSTONE

EQUIPRITE®

TRITAN

ROCK RIVER

STRONGHOLD
POWER TRANSMISSION

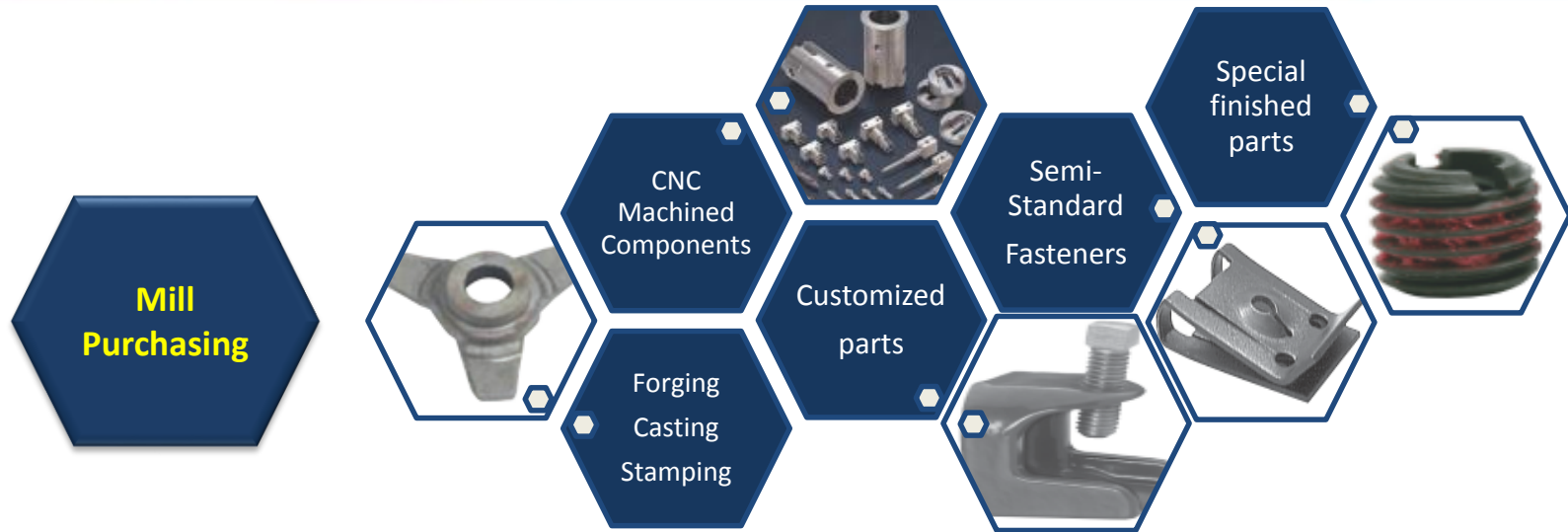
FMT

NORTHWAY
FLEET SUPPLIES

TALON

Clean Choice

“Growth through Customer Service”



Project Initiation

Sourcing

Testing

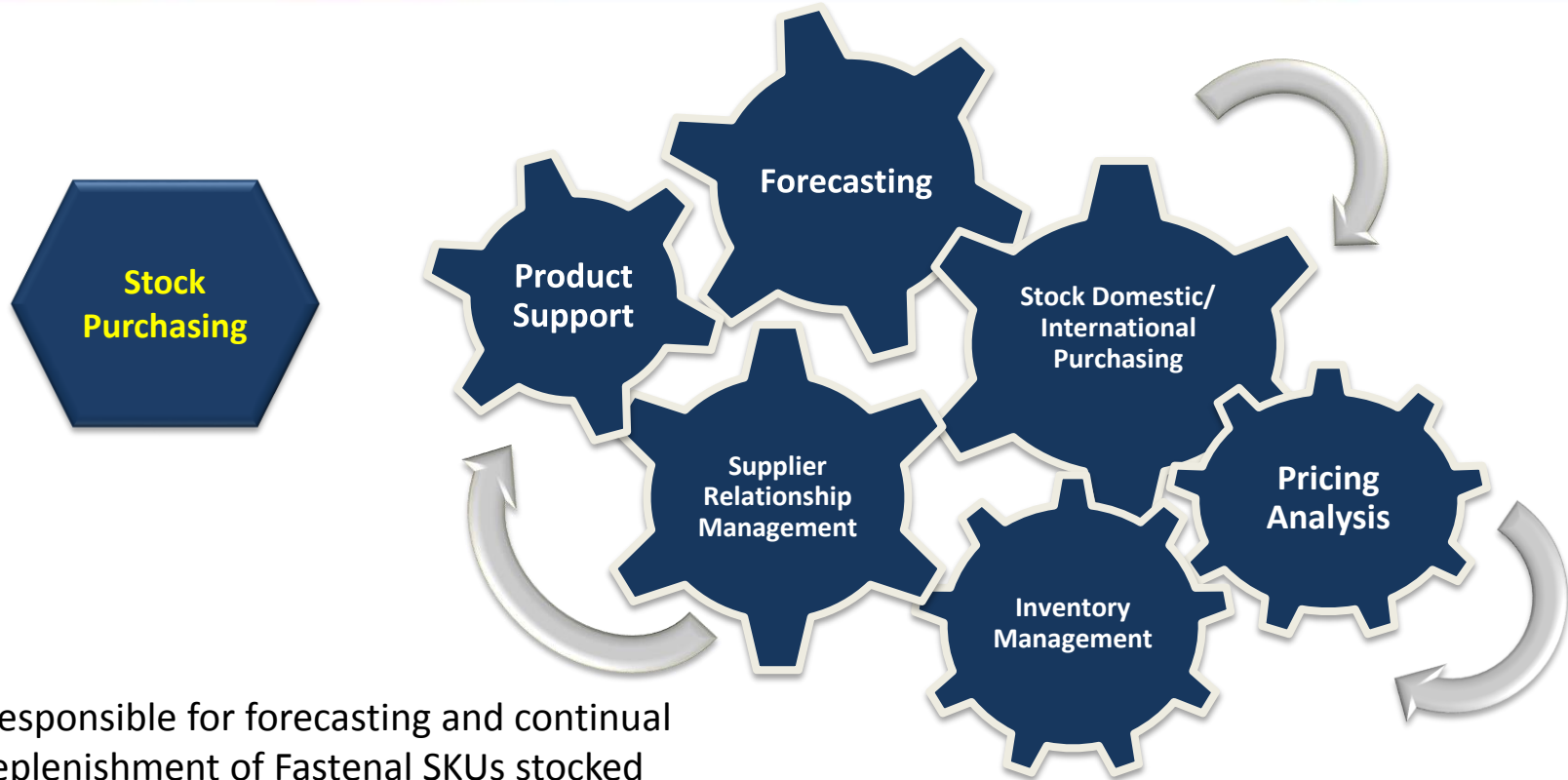
Auditing

Packaging

Ordering

Delivery to
Customer

- ❖ Focus on customer specific per-print and per sample products
- ❖ Higher order percentage than industry standard
- ❖ 47 million USD export value for 2016
- ❖ Servicing Fastenal OEM customers and their high volume parts



- ❖ Responsible for forecasting and continual replenishment of Fastenal SKUs stocked across all the North American Distribution Centers from our global supply base.
- ❖ Liaison between Fastenal stores and our Global Supply base.
- ❖ Focus on supplier performance and management.
- ❖ Total 2016 FASTCO stock PO Value: about \$243 million

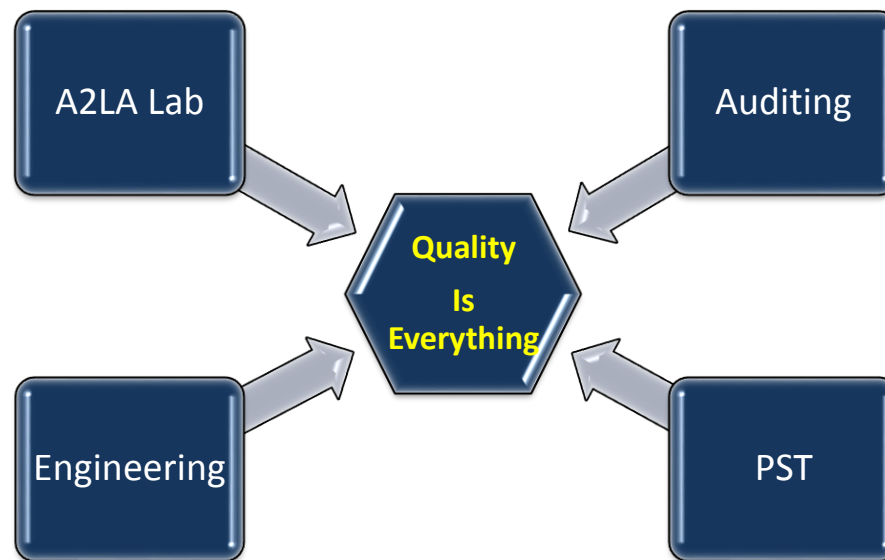


ISO 17025 A2LA Accredited Laboratories

- ❖ Labs in Taiwan, Shanghai and Malaysia
- ❖ Responsible for testing pre-production and pre-shipment samples.

Auditing

- ❖ Auditing potential and existing suppliers QMS systems to ensure consistent and quality product is delivered



Supplier Quality Engineering

- ❖ Coordinate with suppliers to improve performance and implement process control plans
- ❖ Provide additional engineering and technical trainings for suppliers

Product Standards and Testing (PST)

- ❖ Review technical and engineer drawings/prints
- ❖ Create a product testing plans
- ❖ Engage with suppliers to ensure consistent MFG processes and identify potential cost savings

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