



ATTACHMENT 02 CATEGORIES OF PRODUCTS and EPP

I. GEOGRAPHIC AVAILABILITY

Identify the geographic area(s) in which your products will be available to Participating Entities and Purchasing Entities by checking one of the following:

- ☒ Nationwide (including the District of Columbia and U.S. territories)
- ☐ Nationwide (including the District of Columbia)
- ☐ The following specific states (to include the entire state): _____

II. EXCLUSIONS

The Master Agreements resulting from this solicitation are not intended to replace or materially overlap in scope with other NASPO ValuePoint contract portfolios, including the following:

- [Automatic External Defibrillator \(AED\) and Accessories](#)
- [Ground Maintenance Equipment](#)
- [Automotive Parts](#)
- [Professional Grade Tools and Diagnostic Equipment Master Agreements.](#)
- [Office Furniture](#)
- [Office Supplies](#)
- [Audio Video Equipment and Supplies](#)
- [Computer Equipment, Peripherals & Related Services](#)
- [Copiers & Managed Print Services](#)
- [Laboratory Equipment and Supplies](#)

Offerors may include equipment, accessories, and services available under these portfolios only to the extent that such solutions are complementary to the equipment, products, or services being proposed by Offeror. The Lead State may, at its sole discretion, reject products and services from an Offeror's proposal, or remove products and services from a Contractor's Master Agreement, if the Lead State determines that such products and services exceed the intended scope of this solicitation or do not comply with this requirement.

Other Exclusions:

- Electric vehicle charging station and/or installation
- Public safety electronic equipment or any first responder electronic equipment
- Drones, drones' maintenance, and parts
- Software or SaaS solutions

III. CATEGORIES



Identify the category(ies) for which you are submitting a proposal response by checking one or more of the following (the products listed for each category below are only examples and are not intended to be exhaustive):

- ☒ **Category 1: Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals** includes but not limited to cleaning chemicals, hand soaps, paper products, trash can liners, adhesives.
- ☒ **Category 2: Fasteners** includes but is not limited to thread fasteners, anchors, bolts, cables, clips, hose couplings, inserts, lock nuts, pins, plates, rivets, screws, studs, and washers.
- ☒ **Category 3: Material Handling** includes but is not limited to hand trucks, ladders, welding supplies, shop supplies, containers, cabinets, chains, wire rope, pails/drums. Motor rider forklifts, reach trucks, order pickers, pallets jacks, stackers, and tow tractors.
- ☒ **Category 4: Plumbing Equipment** includes but is not limited to facets, fittings, pipes, water filters, drains, pumps, and plumbing tools.
- ☒ **Category 5: Power Sources** includes but is not limited to electric power grid, such as an electrical outlet, energy storage devices such as batteries or fuel cells, generators or alternators, solar power converters, or another power supply, other batteries, electric vehicle charging stations and parts, solar energy, and AC and DC power supply.
- ☒ **Category 6: Landscaping and Outdoor Supplies and Equipment** includes but is not limited to seasonal lawn and grounds maintenance supplies.
- ☒ **Category 7: Lamps, Lighting, Ballasts, and Equipment** includes but is not limited to lamps, ballasts, fixtures, bulbs, diodes, and tubes.
- ☒ **Category 8: Heating, Ventilation, Air Conditioning (HVAC)** includes but is not limited to air filters, blowers, diffusers, fans, coolant, small heaters, air conditioning units (window and portable), foam coil cleaners, filters, and valves.
- ☒ **Category 9: Hand Tools** includes but is not limited to hammers, pliers, rakes, screw drivers, shoves, hand saws, and measuring tools.
- ☒ **Category 10: Power Tools** includes drills, saws, table saw, air compressor, band saw, sander.
- ☒ **Category 11: Electrical Supplies and Equipment** includes but is not limited to circuit breakers, conduits, electrical boxes, fuses, switches, outlets, cords, and plugs.
- ☒ **Category 12: Paint and Related Supplies** includes but is not limited to paint interior and exterior, primers, coatings, brushes, paint pans, fire retardant sealants, and stirrers.
- ☒ **Category 13: Security** includes but is not limited to cameras, strobes, safes, locks.



- ☒ **Category 14: Safety** includes personal protective equipment and related building safety equipment, eye protection, protective clothing, barricades, fire escape ladders, master lock, hearing protection and head and face protection, hand sanitizer, gloves, and sorbents.
- ☒ **Category 15: Other** Contractor is allowed to sell other items related to MRO but not specifically listed above. Products that are included in the Exclusion Section II, may not be sold.

Offeror is limited to selling products and services in the category(ies) awarded to Offeror.

IV. ENVIRONMENTALLY PREFERABLE PRODUCTS

Many of the Participating States have indicated that sourcing Environmentally Preferable Products (EPP) is important and may become more important in the future with legislative mandates to comply with for sustainable and climate preferable products being used in their state.

Indicate below if the Offeror can offer EPPs (see Specifications for EPP Products in Each Category listed below). If the Offeror is not able to meet the Environmental Specifications listed below, indicate no. If yes, Offeror must fill out the rest of this attachment in full which will be included in the Master Agreement if awarded.

☐ **No, the Offeror will not be able to sell Environmentally Preferable Products, no need to proceed with this Attachment (this attachment must be submitted with the NO checked)**

☒ **Yes, Offeror would like to sell Environmentally Preferable Products and has filled out all sections below:**

1. Does the Offeror have any sustainability policies or programs (e.g., adoption of a sustainability policy, climate action plan, using clean fuel vehicles or sustainable packaging to deliver products, powering your facilities with renewable energy, etc..)? If yes, describe and attach supporting documentation. If no, describe any plans the Offeror may have to do this in the future.

Our ESG Vision

As a catalyst for innovation and positive change, we strive to provide exceptional value to our customers by empowering people, preserving our world, and serving as a trusted supply chain partner.



	Strategic Objectives	Relevant Topics
 Empowering People	We foster a safe and welcoming workplace for all, prioritize employee development, and empower our "Blue Team" to achieve positive outcomes for themselves, our customers, and the community.	• Employee safety/wellbeing • Diversity, equity, and inclusion
 Preserving Our World	We work to reduce consumption and environmental impacts throughout our operations and provide solutions to help our customers do the same.	• Energy efficiency • GHG emissions • Sustainable products/materials • Waste management
 Serving as a Trusted Partner	As a vital part of our customers' operations, we are committed to providing a supply chain that is efficient, resilient, and responsible.	• Business ethics • Product quality and safety • Supply chain resilience • Responsible supply chain

In keeping with our pillar of 'Preserving Our World,' Fastenal's value proposition centers on helping organizations become more resource-efficient across the supply chain. It starts by driving efficiencies within the span we directly control – the vehicles, large facilities, and in-market locations we operate to serve customers across the country and around the world. The following section provides statements pertaining to our scope 1 emissions related to fuel combustion in our furnaces, boilers, and vehicles; scope 2 purchased electricity emissions; and waste diversion related to our own key facilities.

Our Strategic Focus

In 2022, we announced our intention to work toward a plan to reach net zero emissions by 2050, including an expectation to establish science-based targets in the coming years. As we progress in our journey, we continue to expand the information we gather and report to CDP (formally known as the Carbon Disclosure Project) in accordance with the Greenhouse Gas (GHG) Protocol. We have broadened our reporting to cover the entirety of our scope 1 and 2 emissions from all global business operations, and we recently completed a scope 3 materiality assessment, an important step to further broaden our carbon inventory and establish baselines for science-based targets.

Key Systems & Programs:

- We have received third-party certification to the ISO 14001 environmental management standard. ISO 14001 provides a framework for us to design and implement an effective environmental management system.
- We are an ENERGY STAR Partner, demonstrating a commitment to measure, track, and improve our energy performance. We use the ENERGY STAR Portfolio Manager to benchmark our energy use in individual buildings.



- We are proud to be a certified EPA SmartWay Partner. This program provides us with tools and best practices to measure, benchmark, and improve our freight transportation efficiency.

2023 Highlights



We received a **silver medal from EcoVadis**, signifying that the quality of our sustainability management system ranked in the top 25% of all companies in all industries rated by EcoVadis. We earned our first EcoVadis medal, a bronze, in December 2022. Prior to that, our sustainability programs and reporting did not merit a medal designation. This rapid improvement (from receiving no medal recognition to earning a silver medal within a two-year period) reflects a heightened and long-term commitment to invest in and continuously improve our core processes, systems, and reporting around sustainability.

We were selected by Newsweek as one of **America's Greenest Companies** (something only 300 companies in the United States can claim). The rankings reflect an analysis of organizations in the U.S. that have a minimum market capitalization of \$5 billion and adhere to the European Union sustainability standard guidelines. Evaluations are based on the companies' greenhouse gas emissions, water usage, water generation, waste generation, and sustainability data disclosure and commitments.

The Business Intelligence Group credited Fastenal for the **Sustainability Initiative of the Year** within our industry – for our program with Trex Company, Inc. to create a circular economy for plastic waste. In addition, one of our corporate sustainability managers was asked to join the Business Intelligence Group's judges panel to help advise the business community on tactics for sustainable operations.

Transportation – Driving Toward a Greener Future

A key (and differentiating) feature of Fastenal's service model is our in-house transportation network, which allows us to control the movement of materials across much of the supply chain. Our North American fleet includes more than 800 commercial motor vehicles (CMVs) as well as nearly 8,300 RAM pickup trucks used by our local teams to provide final-mile delivery service.

On a technical level, operating such a large fleet makes our scope 1 reporting higher than it would be if we relied more heavily on third-party carriers, as is standard in our industry. (Outsourcing transportation means a larger share of emissions falling under scope 3 vs. scope 1.) However, in the bigger picture, it challenges us to be a leader in transportation efficiency. We embrace this stewardship by investing in the latest vehicle technology and by working to optimize routes, loads, and efficiency at every mile – from supplier pick-ups, to



transfers for secondary operations, to final-mile delivery, all streamlined by a deep and direct understanding of our customers' needs.

Extending the "Last Mile" to the "Last Yard"

In addition to picking up shipments from suppliers and transferring products across our distribution center network, our CMV fleet transports approximately 90% of the product tonnage moved from our regional distribution centers to our in-market operating units (a core aspect of our local service model).

Roughly two-thirds of our North American branches receive their product deliveries via our CMV fleet during the night (low- traffic hours associated with better overall fuel efficiency).



The RAM pickup fleet is used by our local branch personnel to execute final- mile delivery to the customer, and in many cases the destination is a point- of-use device within their facilities – a unique capability made possible by our investment in final-mile transportation and high-touch service

Fuel Efficiency Strategies

Because we sell and replace a large portion of our fleet annually, we are regularly reviewing the latest fuel efficiency and safety options. In 2023, we replaced roughly 1,820 vehicles to capture the newest technology. This included ordering 713 vehicles equipped with embedded telematics, which will provide local managers with visibility to the vehicles' fuel consumption and related data such as idling time, speed, and acceleration – a valuable tool to improve the efficiency of the units.

Since mid-2019, Fastenal has participated in the United States Environmental Protection Agency's SmartWay program, which helps partnering carriers learn best practices, demonstrate their efficiency achievements, and pursue continuous improvement. We're working to positively impact fuel efficiency in a variety of ways:

- Using geographic information systems (GIS) to map the most efficient truck routes
- Analyzing departure and arrival schedules to minimize delays caused by traffic in metro areas
- Optimizing load configuration to minimize non-utilized capacity
- Back-hauling freight from suppliers and also customers (through our third-party logistics service) to minimize one-way or "deadhead" loads
- Using telematics to monitor driving activities and identify opportunities to improve fuel efficiency



Testing & Implementing New Technologies

Our drive for efficiency includes an ongoing commitment to test and, when feasible, adopt alternative fuel vehicles. In 2020 and 2021, through a fleet-electrification collaboration program with Penske Leasing and Daimler Trucks North America, we conducted a short-term pilot of a fully-electric Freightliner eCascadia semi-truck in the Los Angeles metro area. After running the truck on a regular route for one month, we provided real-world feedback to guide future improvements to the technology.

As part of the program, we also conducted a longer-term pilot with two fully-electric Freightliner eM2 straight trucks, which we ran on daily routes within the Los Angeles metro area in 2020 and 2021. It proved to be a good fit for certain use cases, and in late 2023 we signed a lease agreement for two of these vehicles, which we plan to start running in the Modesto, California area in fall 2024.

In fall 2021, we conducted a test of a demo Orange EV fully-electric yard tractor at our Indianapolis, Indiana distribution center. (Yard tractors are used to move trailers and containers within the cargo yard.) Based on the success of the test, we subsequently purchased a new Orange EV fully-electric yard tractor for the facility, and the vehicle went into operation in July 2023.

Facilities & Operations

In 2023, we continued our push for operational efficiency by completing 111 environmental projects in our facilities, including waste reduction, recycling, and energy reduction projects. This involved a total investment of \$372,400, a projected annual cost savings of \$844,700, and an estimated annual reduction of 3,040 metric tons of CO2.

Energy Use and Consumption

From technology investments to behavioral changes, we're taking a holistic approach to reduce energy consumption throughout our brick-and-mortar footprint. Here are some recent and in-progress highlights:

- We continue to operate in BREEAM-certified facilities in Dordrecht, Netherlands and Brno, Czech Republic; and we currently operate in two large buildings equipped with solar power technology: one leased (Dordrecht, Netherlands) and one owned (Winona, Minnesota).
- Through Puget Sound Energy's Sustainability Leadership Partners program, our Lacey, Washington distribution center used 100% wind energy in 2023.
- Our downtown office building in Winona, Minnesota and our distribution facilities in Lacey, Washington, Salt Lake City, Utah, and Madison, Mississippi achieved ENERGY STAR certification in 2023. We are working to have additional buildings certified in 2024.
- In 2024, we expect to participate in the EPA's Green Power Partnership to purchase and use solar and wind energy within our distribution centers and manufacturing locations.



- We recently broke ground on a new building in Salt Lake City, Utah that will serve as our distribution center for the region. This building has been designed with energy-efficient features and is slated to be completed in 2025.

Warehouse Automation: Maximizing “Sales Per Square Foot”

Over the past decade-plus, one of our key metrics has been increasing our product sales per square foot in our distribution centers. High-density automated storage and retrieval systems (ASRS) equipped with conveyors and robotic cranes have positively impacted this ratio by increasing throughput while optimizing space. For example, the ASRS installation in our Winona, Minnesota distribution center required a 42,000 square-foot facility expansion. If we had opted for traditional shelving instead of ASRS technology, the expansion would have had to be nearly four times larger to provide the same warehousing capacity.

Today, 11 of our 15 North American distribution centers are equipped with ASRS systems, and another installation is planned for 2025. These investments are allowing us to support our growing business with a more compact warehousing footprint and, in turn, less energy consumption.

Evolving Our Branch Infrastructure

Over the last several years, we’ve been restructuring our United States branch model to be more customer-focused and space-efficient. This includes removing standardized (non-market-specific) inventory, reducing or removing walk-in shopping space, and using that square-footage to install high-density vertical shelving to support customer inventory needs. In select locations, we’re also implementing “pick modules” to create a second floor of warehousing space, supporting thousands of additional products within the existing building. As a result of these strategies, we’re gaining significant capacity across our branch network – room to grow the business and improve customer service without expanding our brick-and-mortar footprint and associated energy consumption.

Onsite: Sharing Space, Saving Energy

Perhaps the biggest driver of change to our local footprint has been the rapid adoption of our Onsite model. With this approach, we typically use available space within the customer’s facility to provide dedicated staff and inventory for their operation. The environmental benefit is direct: By sharing space rather than operating out of a separate in-market location, we’re consuming minimal additional energy and producing fewer additional emissions. We believe the model also allows us to play a more active and impactful role in helping the customer reduce supply chain waste – for example, by reducing emergency deliveries, wasteful consumption, and excess inventory.

While our total number of in-market operating units has increased gradually in recent years, the ratio of Onsite operations to branch locations has increased dramatically. This structural shift, coupled with our branch space optimization efforts, is making our local footprint increasingly space- and energy-efficient. We believe our traditional branch count will



stabilize moving forward; however, we plan to continue to focus on adding Onsite operations as a primary growth strategy.

ENERGY STAR Program



Initiated in early 2021, our partnership with ENERGY STAR provides us with tools to benchmark our electricity and natural gas usage in all of our United States and Canada locations. In 2023, we completed more than 1,000 ENERGY STAR assessments for Fastenal locations larger than 5,000 square feet.

In late 2022, our distribution centers in Salt Lake City, Utah and Lacy, Washington became our first facilities to be certified as ENERGY STAR buildings. In 2023, those distribution centers were recertified, and they were joined by two newly-certified facilities – our distribution facility in Madison, Mississippi and our downtown office building in Winona, Minnesota.

In 2023, we began an ENERGY STAR Treasure Hunt program with all of our North American distribution centers and manufacturing facilities. The purpose was to assess where (and how much) energy is being used in each facility and to pursue energy savings opportunities through behavioral, operational, and maintenance actions. Our goal: a 10–15% reduction in energy use at each location in the first year of the program.

In 2023, we made improvements in more than 15% of our U.S. and Canada traditional branches based on ENERGY STAR recommendations. These improvements include programmable thermostats, more efficient thresholds on exterior doors, LED lighting, and energy management programs for HVAC optimization. In 2023, our EHS and sustainability team worked with our branch teams to complete a total of 3,770 assessments, audits, and projects.

Reducing, Reusing & Recycling

Sustainable Procurement & Material Consumption

In 2023, we created a waste management program aimed at reducing our waste-to-landfill impact while generating direct cost savings. By profiling and tracking waste streams, we are able to identify opportunities to improve our carbon footprint through waste reduction activities. The objective of the program is to improve our waste diversion rate 10% annually compared to the baseline year of 2021.

Creating a Less Packaging-Intensive Distribution System

As part of our automated storage and retrieval systems, our distribution centers utilize an estimated 115,000 reusable composite bulk bins and totes to store inventory and make deliveries to our in-market servicing locations, reducing the use of cardboard, wood, plastic, and other shipping/ packaging materials.



It's part of a larger trend in our business. Products supplied through Fastenal Managed Inventory (FMI) programs, which today represent a large and fast-growing share of our total sales, generally require less packaging than products provided through a traditional retail or direct-ship model. As our distribution system becomes increasingly "FMI-centric," we're working internally and with our manufacturing partners to reduce unnecessary packaging.

Waste & Recycling

As an organization, we recycled roughly 16.4 million pounds of material in 2023. Our waste diversion rate increased from 70% in 2022 to 78% in 2023. The top performers in both years were our manufacturing facilities in Wallingford,

Connecticut and Winona, Minnesota, which in 2023 had waste diversion rates of 98% and 94%, respectively. (This was achieved in part by recycling oily wastewater and selling scrap metal that would otherwise end up in a landfill.) In late 2023, we began the journey toward zero waste certification for these facilities and we have a goal to achieve this certification in 2024.

Water Consumption & Natural Resources

Although we believe our water consumption and risk exposure are low, we're taking steps to properly manage this critical resource. We comply with the United States Clean Water Act and relevant regulations in other countries where they apply to our operations – for example, in our management of storm water run-off, water permitting, and industrial waste water. In addition, we constantly work to reduce wasteful consumption of clean water. With regard to new location builds, we follow guidelines set by the World Wildlife Fund and Federal Emergency Management Agency to minimize our impact on areas with high water stress levels.

Environmental Risks & Opportunities

Our North American distribution centers and manufacturing facilities have received third-party certification to the ISO 14001 standard. ISO 14001 specifies requirements for an environmental management system an organization can use to enhance its environmental performance through more efficient use of resources and reduction of waste and energy. To help us continue to perform at a high level and meet ISO 14001 requirements, we've partnered with two third-party firms, U.S. Compliance and EMI, which provide a variety of consulting and auditing services. We use risk assessments from these partners to identify areas of opportunity and consistently improve sustainability within our business operations. These assessments help us sustain environmental regulatory compliance in areas like air quality, the Clean Water Act, and the EPA's Resource Conservation and Recovery Act – all helping Fastenal maintain a low level of risk for the environment.

Sustainability Solutions

Fastenal partners with suppliers, manufacturers, and industry-leading service providers to offer turnkey sustainability solutions. These solutions are part of a continuous improvement

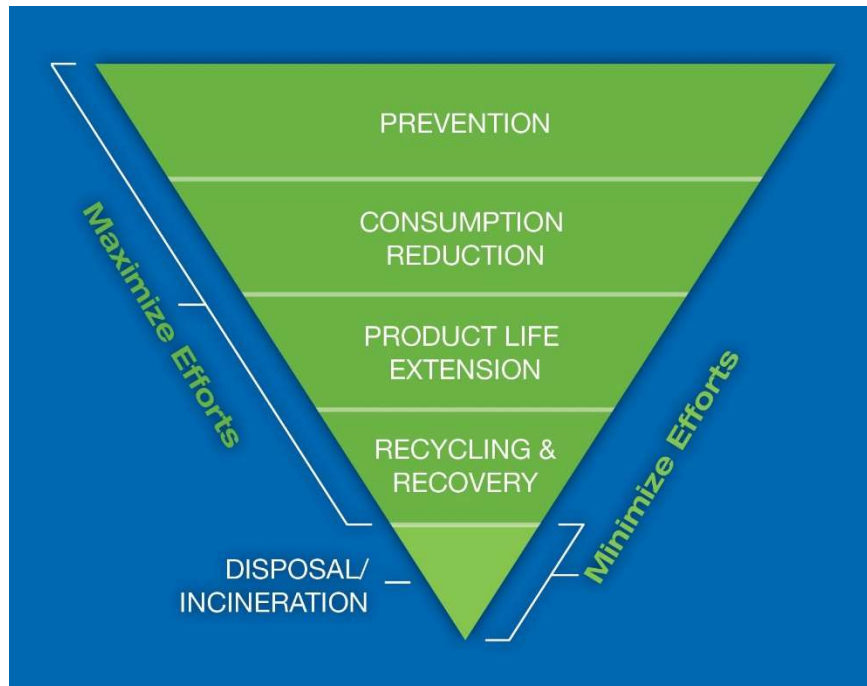


plan to (1) develop and implement strategic initiatives, (2) drive innovation in environmental practices, and (3) work cross-functionally to achieve long-term sustainability improvements. Our supplier/third-party programs are complemented by many of the core services and solutions we offer to help customers become more resource-efficient across the value chain.

A Total Lifecycle Approach

Recycling is often the first topic that comes up in discussions about sustainability, but it's really the last step in a comprehensive program. Fastenal helps our customers understand the full picture – the upstream impacts (suppliers) and downstream impacts (waste generation) that can be attributed to products in environmental product declarations (EPDs).

Reflecting this cradle-to-grave perspective, our Sustainability Solutions span four broad areas: prevention, consumption reduction, product life extension, and recycling & recovery. It starts by consulting with the customer, understanding their unique needs and goals, and presenting a set of solutions to help them operate more efficiently and sustainably.



PREVENTION: Supporting sustainable procurement, energy efficiency projects, and process efficiencies in manufacturing and metalworking.

- **Green & Energy-Efficient Products Program:** As described above, Fastenal offers approximately 52,700 green products, including certified green products as well as environmentally preferable products within our standard eCommerce catalog. We have identified that these products (1) reduce negative effects on human health and the environment compared to competing products and/or (2) promote sustainability through resource conservation, end-of-life waste management, and life-cycle analysis. In addition to managing our green product program, Fastenal's compliance specialists assist customers with goal creation, sourcing, and custom reporting in support of their sustainable procurement initiatives.
- **Category Management:** Assisting customers with category management is central to our value proposition as both a strategic supplier and a sustainability solutions provider. It involves analyzing the products used throughout the customer's



operations, often on a global scale, and looking for opportunities to streamline the supply chain by (1) standardizing part numbers, (2) Rationalizing overlapping SKUs (items with the same fit, form, and function but sourced from different factories), and (3) switching to alternatives that provide greater lifetime value, which often means longer-lasting items with a reduced environmental impact.

From there, we can dig deeper for additional environmental benefits. Is there a green product alternative that meets the application need? Can it be supplied through a Fastenal vending program to reduce packaging and consumption? Can it also be included in a recycling program to create a circular economy?

A prime area of opportunity is the safety/PPE product category, which is well supported by our green product program, our FMI Technology program, and our third-party recycling and recovery programs. The driving force is our safety specialist team – highly-trained, broadly experienced EHS experts who point our customers to the best product solutions to balance their needs for safety, sustainability, compliance, and cost. We also offer high-level product and application expertise to support the metalworking and fastener categories.

- **Metalworking Program:** Some of the products we supply are highly technical in nature, requiring specialized expertise for us to serve as a solutions provider for the customer. A prime example: metalworking products, particularly the high-precision cutting tools manufacturers use to fabricate metal components.
- **Engineering Program:** We also support manufacturers with a global team of engineers who specialize in the science surrounding fasteners and fastening applications. In addition to reviewing prints, assisting with technical questions, and conducting trainings, these professionals work with customers' engineering teams during the design stage to optimize how fasteners are incorporated into the product. They also provide expert consultation and custom testing for safety-critical applications.

CONSUMPTION REDUCTION: Streamlining supply chain steps, visualizing usage, controlling consumption.

- **Total Cost of Ownership (TCO) Analysis:** In order to make data-driven recommendations for process improvements, our Lean Solutions team routinely conducts TCO Analysis (TCOA) exercises at customer facilities to analyze how they purchase, move, stock, and access products. Historically, these studies reveal an opportunity to reduce the TCO for in-scope products by an average of 21%* by using our solutions.

Those are dollar savings, not emissions savings, but we believe there are also intrinsic green benefits. For example, our inventory management services present an opportunity for customers to reduce their inventory carrying cost (a reflection of how much inventory is stocked in their facilities) by an average of 39%. This represents direct resource reduction. It also frees up productive space in the



customer's building, forestalling the need for expansion (and accompanying resource consumption). Consolidating the number of vendors (by 56%* on average) leads to fewer and larger shipments, which can reduce the use of fuel and packaging material. Perhaps the most direct impact is driven by our FMI Technology solutions which provide controls and reporting tools to help customers reduce consumption and upstream transportation.

- **FMI Technology:** Industrial supplies are traditionally a “blind spot” for entities who use them. Limited visibility to basic information – what product is stocked in the facilities, where it's located, how it's being used – leads to various forms of waste, from over-buying and obsolete inventory to stock outages and inefficient rush deliveries.

Through the development of our FMI (Fastenal Managed Inventory) Technology program over the past 15 years, Fastenal has emerged as the global leader in technologies that take industrial supplies out of the shadows and into a transparent, planned environment. This includes the mass deployment of devices that allow organizations to digitally monitor, track, and control wide-ranging products, typically driving a significant and sustained reduction in consumption.

The devices produce upstream benefits as well. With digital visibility to stocking levels and usage patterns within customer facilities, Fastenal teams are able to remotely monitor customers' inventory, make proactive adjustments in the supply chain, and become much more efficient in our operations.

PRODUCT LIFE EXTENSION: Maximizing product life through maintenance, repairs, and remanufacturing.

- **Tool Repair:** Fastenal's eight North American tool repair service centers provide authorized warranty repairs for 35 major tool brands and are able to work on more than 750 brands of tools in all. This resource, combined with our local service and transportation network, allows customers to meet their tool repair needs through a single efficient source, and to do so through a process that largely overlaps our existing service activities and truck routes.

Rather than having to transport products to multiple service providers, the customer places any broken tools in a (reusable) Fastenal tote or FMI Technology compartment. The customer's local Fastenal representative collects the tools during a regular service visit and ships them to our nearest service center via a regular Fastenal truck route. Our factory-trained technicians perform all repairs deemed cost-effective, and tools found to be past their economical repair lifespan are broken down to be reclaimed or recycled. Up to 95% of a tool's materials can be diverted from the waste stream, and we offer reporting for customers to document their contribution to waste diversion through the program.

- **Tool & Cutter Grinding:** The goal of this service is to help manufacturers reduce



waste by optimizing the performance and service life of their cutting tools. The customer's worn cutting tools are transported to a Fastenal manufacturing facility, where our machinists sharpen them to like-new condition. This service reduces the amount of waste generated and can be provided in conjunction with a recycling program, further contributing to the customer's sustainability goals.

RECYCLING & RECOVERY: Diverting waste from landfills to create usable products or energy.

- **Recycling & Recovery Programs:** Fastenal partners with key suppliers and recycling services to help customers integrate waste stream solutions into their work processes. This includes (but is not limited to) recycling programs for the following materials:
 - Batteries
 - Breakroom Supplies
 - Carbide Metalworking Products
 - Cardboard
 - Electronics
 - Flashlights
 - Janitorial/Sanitization Supplies
 - Lighting
 - Medical/Dental
 - Office Supplies
 - Packaging & Shipping Materials
 - Safety/PPE

In addition to the recycling options described above, in late 2023, we piloted a PPE recovery program in partnership with Wastebits as a complement to our PPE recycling programs. We help establish a simple workflow for customers to turn non-recyclable PPE waste into usable energy at an approved waste-to-energy facility. This process reduces the amount of material entering landfills and recovers energy to generate electricity or directly heat buildings. The EPA reports that for every ton of municipal solid waste processed at approved waste-to-energy facilities, emissions of greenhouse gases can be reduced by as much as one ton.

The PPE recovery program has recently been launched and is now available across the US. Accepted PPE includes: nitrile, rubber, and cotton gloves; safety glasses; earplugs; beard covers and hair nets; disposable garments, vests, sleeves; boot covers; disposable masks; and plastic packaging of qualifying PPE.

For additional details around Fastenal's sustainability efforts, please see the attached Exhibit 1 - 2024 ESG Report_Fastenal Company.pdf.



2. Does the Offeror identify products with any of the following environmental certifications in catalogs and/or price sheets (print and online)?

US EPA ENERGY STAR ☒ Yes ☐ No

US EPA Safer Choice ☒ Yes ☐ No

US EPA WaterSense ☒ Yes ☐ No

Biodegradable Products Institute (BPI, certified compostable) ☒ Yes ☐ No

Design Lights Consortium (DLC) for LED lighting products ☒ Yes ☐ No

Forest Stewardship Council (FSC) ☐ Yes ☒ No

Green Seal ☒ Yes ☐ No

UL ECOLOGO ☒ Yes ☐ No

UL GREENGUARD, SCS Indoor Advantage, etc. (certified low emitting) ☒ Yes ☐ No

Other(s): please list [SFI](#), [SCS](#), [Safer Choice](#), [CRI](#), [USDA Biopreferred](#)

3. Does the Offeror identify products with any of the following environmental attributes in catalogs and/or price sheets (print and online):

Percentage of post-consumer recycled content ☐ Yes ☒ No

RoHS-compliance (for electrical equipment) ☒ Yes ☐ No

Rechargeable batteries ☒ Yes ☐ No

Prop 65 Warning ☒ Yes ☐ No

Identified in online catalog? [Yes](#)

4. Describe how a buyer finds environmental products in your online ordering catalog. Does it show the ecolabels and environmental attributes that the Offeror recognizes? Include whether there are filters for EPP's in the online catalog. Provide examples.

[Green products are clearly marked with the Fastenal "green" icon to the right, indicating that the item offers environmental benefits according to either a 3rd party certifying agency \(EcoLogo, Green Seal, etc.\) or information provided by the manufacturer.](#)



[In addition to green symbol labeling, Fastenal's online catalog offers multiple methods to clearly identify environmentally preferred products, including:](#)

- [Search options in the left navigation pane](#)
- [List view](#)
- [Keyword search](#)
- [Product details](#)
- [3rd party certification information](#)

[When the "Green" symbol is clicked in our online catalogs or on Fastenal.com, the Compliance Information section expands. This expanded view provides additional](#)

Request for Proposals for
Facilities MRO and Industrial Supplies



Issued by the Commonwealth of Kentucky
Solicitation Number RFP 758 2400000228

information regarding why the product is considered environmentally preferred. Compliance with 3rd party standards and certifications information is provided here as well.

The screenshot shows the Fastenal website interface. The main product page displays a bottle of '10 oz Cartridge TruShot 2.08 Cleaner/Degreaser'. A 'Compliance' pop-up window is open, providing detailed information about the product's environmental and safety certifications. The pop-up includes sections for Trade Agreement Act compliance, SDS availability, Green certifications (Green Seal, EcoLogo), and Hazardous Material requirements.

Attribute	Value
Type	Cleaner
Container Size	10 oz
Container Type	Cartridge
Ready-To-Use / Concentrated	Concentrated
Fragrance	Fresh
Color	Clear
Application	General
Product Weight	3.08
UOM	each

Green products can be searched for in each category on Fastenal.com under Special Interest, with further narrowing of results by certification available (see example below).

The screenshot shows the 'Special Interest' and 'Green Certifications' filter sections on the Fastenal website. The 'Special Interest' section has a search bar and a list of filters, with 'Green (1852)' selected. The 'Green Certifications' section also has a search bar and a list of filters.

Special Interest

- ☐ Trade Agreement Act (89380)
- ☐ MFG in the USA (73384)
- ☐ Supplier Diversity (21028)
- ☒ Green (1852)
- ☐ Fastenal Brands (22574)

Green Certifications

- ☐ 21 CFR 1772600 (22)
- ☐ DLC (4)
- ☐ Biodegradable ASTM D5511 (5)
- ☐ Enhanced Biodegradation ASTM D5526 (87)



5. Does the Offeror offer any product take-back or recycling services? If yes, describe what services are available. If not, describe if the Offeror has any plans for the future:
Yes. Fastenal partners with key suppliers and recycling services to help customers integrate waste stream solutions into their work processes. This includes (but is not limited to) recycling programs for the following materials:

- Batteries
- Breakroom Supplies
- Carbide Metalworking Products
- Cardboard
- Electronics
- Flashlights
- Janitorial/Sanitization Supplies
- Lighting
- Medical/Dental
- Office Supplies
- Packaging & Shipping Materials
- Safety/PPE

In addition to the recycling options described above, in late 2023, we piloted a PPE recovery program in partnership with Wastebits as a complement to our PPE recycling programs. We help establish a simple workflow for customers to turn non-recyclable PPE waste into usable energy at an approved waste-to-energy facility. This process reduces the amount of material entering landfills and recovers energy to generate electricity or directly heat buildings. The EPA reports that for every ton of municipal solid waste processed at approved waste-to-energy facilities, emissions of greenhouse gases can be reduced by as much as one ton.

The PPE recovery program has recently been launched and is now available across the US. Accepted PPE includes: nitrile, rubber, and cotton gloves; safety glasses; earplugs; beard covers and hair nets; disposable garments, vests, sleeves; boot covers; disposable masks; and plastic packaging of qualifying PPE.

6. Using the check boxes below, indicate what categories of products the Offeror offers that includes *at least* one of the listed required Environmental Specifications for the sub-category. If awarded, the subcategories will be included in the Master Agreement.

Specifications for EPP Products in Each Category

Environmental Product Specifications

Offeror has the ability to provide product with the following environmental certifications or attributes, as identified below:

Category #1: Janitorial Supplies, Equipment, and Sanitation Cleaning Chemicals

A. Cleaning chemicals

1. ☒ *Cleaning and floor maintenance chemicals* have at least one of the following certifications: Green Seal, US EPA Safer Choice, UL ECOLOGO, or Cradle to Cradle (Silver level or higher).



This product category includes, but is not limited to general-purpose cleaners, floor cleaners, glass cleaners, degreasers, non-disinfecting restroom cleaners, carpet and upholstery cleaners, deodorizers, dish and laundry detergents, wood and metal polishes, floor polish and strippers, air conditioner coil cleaners, etc. It also includes onsite generators of cleaning chemicals such as aqueous ozone.

2. ☒ *Hand sanitizers* have at least one of the following certifications: Green Seal, UL ECOLOGO or Cradle to Cradle (Silver level or higher). This product category includes liquids, gels and wipes.

In addition, the product contains at least 60% ethanol per the Centers for Disease Control (CDC) guidance, does not contain any active ingredients other than ethyl alcohol or isopropyl alcohol, and is not on the US Food and Drug Administration's (FDA's) Hand Sanitizer Do-Not-Use List which may be viewed at: <https://www.fda.gov/drugs/drug-safety-and-availability/fda-updates-hand-sanitizers-consumers-should-not-use>. This list includes products that are dangerous because they are found or likely to be contaminated with methanol or 1-propanol or that are packaged in food or drink containers.

3. ☒ *Hand soaps, body washes, and hair shampoos* have at least one of the following certifications: Green Seal, US EPA Safer Choice, UL ECOLOGO or Cradle to Cradle (Silver level or higher).
4. ☒ *Keyboard cleaners* are EITHER mechanical or a chemical formulation that is free of chlorinated and fluorinated compounds (e.g., air dusters containing HFC-134a: 1,1,1,2-Tetrafluoroethane or HFC-152a: 1,1-Difluoroethane)
5. ☒ *Surface disinfectants and sanitizers* are US EPA-registered and contain only the following active ingredients: Citric acid, Ethanol, Hydrogen peroxide, Isopropanol, Lactic acid, Octanoic acid (Caprylic acid), or Thymol OR are certified by either Green Seal or EPA's Design for Environment Program.

- B. Janitorial paper products EITHER have one of the following third-party certifications: Green Seal, UL ECOLOGO or Forest Stewardship Council (FSC); OR comply with the US EPA's Comprehensive Procurement Guideline (CPG), including:

- ☒ *Paper Towels and Industrial Wipers*: 40% post-consumer recycled content (PCRC)
- ☒ *Toilet Tissue and Toilet Seat Covers*: 20% PCRC
- ☒ *Facial Tissue*: 10% PCRC
- ☒ *Paper Napkins*: 30% PCRC



In addition, they do not contain intentionally added antimicrobial ingredients, fragrances, or dyes.

C. Waste, Recycling and Trash Supplies

1. ☒ *Organic waste bags* have at least one of the following compostability certifications: Biodegradable Products Institute (BPI) or OK Compost (Industrial or Home). In addition, they are labeled with the certification. This includes bags that are made of bioplastic or paper lined with bioplastic.
2. ☒ *Paper bags* are unlined and EITHER have at least 20% post-consumer recycled content (PCRC), which complies with the US Environmental Protection Agency's Comprehensive Procurement Guideline for Paper Bags, have 100% total recycled content, or are certified by the Forest Stewardship Council (FSC).
3. ☒ *Plastic trash can liners* have at least 10% post-consumer recycled content (PCRC) OR are certified by UL ECOLOGO or Green Seal. In addition, the product does not contain any intentionally added antimicrobial ingredients, chlorinated compounds such as vinyl (PVC), fragrances, or PFAS (e.g., polytetrafluoroethylene (PTFE) and is not labeled "oxo-degradable" or "oxo-biodegradable".
4. ☒ *Waste receptacles and recycling containers* comply with the applicable US EPA Comprehensive Procurement Guideline (CPG) for this category, which means it contains:
 - At least 20% post-consumer recycled-content plastic;
 - At least 25% post-consumer recycled-content corrugated cardboard; OR
 - 100% steel.

In addition, the product is free of vinyl (PVC) and fiberglass.

D. Janitorial Supplies

1. ☒ *Cleaning cloths* are reusable and are made of EITHER microfiber, reused material or recycled-content fabric with at least 10% post-consumer recycled content. In addition, they do not contain antimicrobial ingredients, fragrances, cleaning chemicals, or other chemical treatments.
2. ☒ *Floor pads used with powered janitorial equipment* EITHER contain at least 30% post-consumer recycled content (PCRC) OR are certified by Green Seal.
3. ☒ *Gloves (including disposable and reusable products)* are free of PVC (vinyl) and latex. Gloves that are labeled compostable must be certified by the Biodegradable Products Institute (BPI) or Vincotte OK Compost.
4. ☒ *Entryway, anti-fatigue and safety floor mats* are PVC-free AND:



- Contain at least 30% post-consumer or 50% total recycled content (e.g., rubber or PET); OR
 - Are 100% biobased (e.g., coir)
5. ☒ *Mops, mop heads and dusters* are reusable and EITHER contain microfiber or are certified by Green Seal. In addition, the product does not contain vinyl (PVC), antimicrobial ingredients, fragrances, or cleaning chemicals (e.g., dust mop treatments).
6. ☒ *Sorbents and other dust-control products*, including but not limited to loose and granular formulations as well as pads, socks and booms, meet one of the following criteria:
- Contain at least 89% total recycled content (which complies with the US EPA's Comprehensive Procurement Guideline (CPG) for this product category);
 - Contain at least 30% post-consumer recycled content; OR
 - Have one of the following certifications: Cradle to Cradle (Silver or higher), Green Seal, UL ECOLOGO, US EPA's Safer Choice or USDA Certified Biobased.
7. ☒ *Sponges and scrubbers* are made of 100% cellulose and/or other plant-based fiber OR at least 20% post-consumer recycled material. In addition, the product does not contain antimicrobial ingredients, fragrances, cleaning chemicals, or other chemical treatments.

E. Powered Janitorial Equipment

1. ☒ *Vacuum cleaners, carpet extractors, and deep cleaning equipment* are certified by the Carpet and Rug Institute (CRI) under its Seal of Approval Program.

A list of CRI-certified vacuum cleaners can be accessed at: <https://carpet-rug.org/testing/seal-of-approval-program/certified-vacuums>.

A list of CRI-certified carpet extractors can be accessed at <https://carpetrug.org/testing/seal-of-approval-program/certified-deep-cleaning-extractors>.

A list of CRI-certified deep cleaning equipment can be accessed at <https://carpet-rug.org/testing/seal-of-approval-program/certified-deep-cleaning-extractors/>.

2. ☒ *Powered floor maintenance equipment (e.g., burnishers and polishers)* are electric-powered AND are equipped with controls or other devices for capturing



and collecting particulates.

3. ☒ *Hand dryers* meet all of the following criteria:
 - a. UL or ETL listed.
 - b. RoHS-compliant
 - c. Energy consumption does not exceed 1500 watts.
 - d. Operate at a sound level of less than 80 dBA (decibels)

Category #4: Plumbing Equipment

1. ☒ *Bathroom sink faucets and showerheads* are WaterSense-certified.
2. ☒ *Toilets and urinals* are EITHER WaterSense-certified or waterless.
3. ☒ *Water bottle refill stations* are UL listed, certified to NSF/ANSI Standard 61-G & 372 and conform with the lead content requirements for "Lead Free" plumbing by the State of California.
4. ☒ *Water coolers, bottled water dispensers, and pool pumps* are ENERGY STAR-certified.
5. ☒ *Water filters* (e.g., carbon filtration and reverse osmosis systems) meet applicable NSF standards.

Category #5: Power Sources

1. ☒ *Batteries (AAA, AA, C, D and 9V only)* are rechargeable and uses nickel-metal hydride chemistry.
2. ☒ *Battery chargers* are UL Listed and compatible with nickel-metal hydride rechargeable batteries.
3. ☒ *Electricity generators* are battery-powered, and the battery does not contain lead.
4. ☒ *Flashlights, lanterns, or headlamps* use LEDs as the light source OR have a built-in rechargeable battery.
5. ☒ *Motors* are variable speed or labeled NEMA Premium Efficiency.
6. ☒ *Solar powered-generating equipment* is UL or ETL listed.

Category #6: Landscaping and Other Outdoor Products Supplies and Equipment



1. ☒ *Compost, mulch, and soil amendment products* are certified by the Organic Materials Research Institute (OMRI).
2. ☒ *Deicers and snowmelt products for facilities maintenance* are certified by either Safer Choice or Green Seal, OR are on the Clear Roads Qualified Products List, which can be found at <https://clearroads.org/qualified-product-list/>. All products that contain sodium chloride have a corrosion inhibitor. These products are not intended for use on roads and include products in bags only up to 50 pounds as well as liquids only up to 55 gallons.
3. ☐ *Fertilizers and pesticides* are certified by the Organic Materials Research Institute (OMRI) or the product is a mechanical pest management product such as a bait or trap. A list of OMRI-certified products can be found at <https://www.omri.org/us-list>.
4. ☒ *Garden hoses* are free of vinyl (PVC).
5. ☒ *Irrigation equipment*, including spray sprinkling bodies and irrigation controllers, is WaterSense certified.
6. ☒ *Powered landscaping equipment* (e.g., chain saws; edgers, lawn mowers; leaf blowers, shredders and vacuums; mulchers, snow blowers, trimmers, wood chippers) emits zero emissions, which means it is powered by a battery or an electrical cord.

Category #7: Lamps, Lighting, Ballasts and Equipment

1. ☒ *Lamps, luminaires and retrofit kits* use LEDs as their only light source and have at least one of the following lighting efficiency certifications: DesignLights Consortium (Standard, Premium or Luna), ENERGY STAR, or International Dark Sky Association.
2. ☒ *LED drivers and lighting controllers* (e.g., occupancy sensors) are RoHS compliant AND UL or ETL listed.

Category #8: Heating, Ventilation and Air Conditioning (HVAC)

☒ *Air conditioners, air purifiers, dehumidifiers, and ventilating fans* are ENERGY STAR-certified. Products that have the ENERGY STAR Most Efficient label or use refrigerants that have a "lower impact on global warming" (e.g., R-32) are preferable. Use ENERGY STAR filter to find preferable products.

1. ☐ *Refrigerants* are considered "climate friendly" by US Environmental Protection Agency (US EPA) because they have a lower global warming potential. This includes:
 - R-32 (used in air conditioners)
 - R-290 (used in ice machines and refrigerators)



- R-600a (used in freezers and refrigerators)
2. ☒ *Thermostats* are digital and EITHER programmable or ENERGY STAR-certified.

Category #12: Paint and Related Supplies

1. ☒ *Interior latex wall and ceiling paints and primers* have at least one of the following multi-attribute green certifications: Cradle to Cradle Certified or Material Health Certificate: at the Gold level or higher, Green Seal, Greenwise Gold, or Master Painters Institute (MPI) Extreme Green.
2. ☒ *Specialty paints, primers and coatings* comply with the applicable South Coast Air Quality Management District (SCAQMD) limit on volatile organic compounds (VOCs); OR have a VOC content that does not exceed 100 grams/liter; OR have at least one of the following environmental and/or health third-party certifications:
 - Multi-attribute green certifications: Cradle to Cradle Certified or Material Health Certificate Silver level or higher, Green Seal, MPI Green Performance Standard (Extreme Green, GPS-2 or GPS-1), or Safer Choice (covers spray paint only)
 - OR single-attribute green certifications: SCS Indoor Advantage Gold (low emitting), UL GREENGUARD Gold (low emitting), USDA Certified Biobased, or ENERGY STAR (for roof coatings)
3. ☒ *Paint thinners and removers* do not contain any chemicals on the [CA Prop 65 List](#), which are known to the State of California to cause cancer, birth defects or other reproductive harm (such as methylene chloride or n-methyl pyrrolidone).

Category #15: Other

If there are other products that meet third party environmental certifications or standards that the Offeror offers that are not listed above, provide, similar to the above, the product type and the specific third-party certification or standard.

With ever-changing regulations we are constantly reviewing new certifications and work with our customers to ensure that we are providing the best possible product offerings. Below is an overview of some of the certifications currently available, however these are continually being reviewed and added to:

- | | |
|----------------------------------|--------------------------------------|
| • Energy Star | • Carpet & Rug Institute |
| • Green Seal | • Greenguard Environmental Institute |
| • Recycled Claim Standard (RCS) | • Sustainable Forestry Initiative |
| • Global Recycled Standard (GRS) | • USDA Biopreferred |
| • EPA Safer Choice | • EPA WaterSense |
| • EcoLogo | |

**Request for Proposals for
Facilities MRO and Industrial Supplies**



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- SCS Certified
- NEMA Premium
- UL Environment
- USDA Organic
- Cradle to Cradle v3.0
- Cradle to Cradle v3.1
- Animal Welfare Approved
- Certified Humane
- GreenPro
- SMK
- Planet Proof
- TCO Certified
- Blue Angle
- GreenCircle Certified – Recycled Content
- GreenCircle Certified – Closed Loop product
- GreenCircle Certified – Certified Energy Savings
- GreenCircle Certified – Biobased Content
- GreenCircle Certified – Recyclable Material
- GreenCircle Certified – Life Cycle Assessment Optimized
- Certified OK Biobased by TUV
- Good Environmental Choice
- Green Crane
- Green Product Mark
- EPEAT
- Fair Trade USA Certified
- MAS Certified Green
- DesignLights Consortium (DLC)
- Biodegradable Products Institute (BPI)
- Design for Environment (DfE)