



Dear Fast-Rite Customer:

As a Supply Chain Management Professional & Certified Purchasing Manager, I want to take a moment to share with you my experiences with Fast-Rite International. My sourcing of products from Fast-Rite International goes back almost 20 years. In that time, Fast-Rite has gone above and beyond to make my company more efficient and profitable. They're not just a vendor, but partner in the true sense of the word.

In the time I've worked with Fast-Rite, they:

- Assisted us in implementing a system of receiving products in large 1,800 pound gravity-fed bins, replacing the hundreds of corrugated boxes we used to receive each week. This saved us countless man-hours opening, inspecting and crushing boxes, along with the cost of box disposal. And, it was an environmentally friendly change as well.
- Researched and procured a highly cost-effective alternative to the 18/8 stainless steel fasteners we sourced. Fast-Rite determined that Dacrement (chromium zinc) plated fasteners performed equally well, which saved us \$250,000 per year. Cumulatively, this has saved the company \$5 million.
- Developed a consignment program that allowed us to reduce our inventory, saving us more than \$100,000 per year.
- Increased our percentage of sourcing from low cost countries (LOC) by 20%.
- Provided such reliable, high-quality parts that we were able to eliminate quality control inspections, freeing up our employees to work on revenue-generating projects instead.

This extensive savings enabled my company to be more competitive at a time when we needed it the most. And, by taking the workload off our employees, we were able to spend more time on servicing our customers.

Thanks go to Fast-Rite for their superior cost saving solutions over the years. Fast-Rite has assisted us greatly in our transition to Lean Manufacturing and Distribution and helped me and my company to be more successful.

Sincerely,

A handwritten signature in black ink, appearing to read "David H. Schwind", written in a cursive style.

David H. Schwind, C.P.M.  
Vice President Purchasing &  
Chairman, ISM Steel Buyers Forum

[WWW.FAST-RITE.COM](http://WWW.FAST-RITE.COM)

1739 Paul Ave., Glendale Heights, IL 60139-2695 USA  
T 630.858.0988 F 630.942.6263 E [info@fast-rite.com](mailto:info@fast-rite.com)

**FASTENERS • STAMPINGS • FITTINGS • ASSEMBLIES**