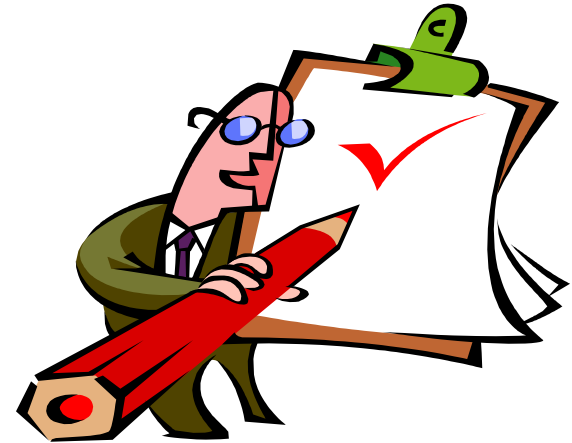


Quotation Requests

- **When submitting a request for quotation, please provide the following information:**
- **Renewal Requests**
 - End User name
 - Quote #
 - Prior Year Sales Activity
- **New Requests**
 - End User name
 - End User location (address, city, state, zip)
 - For end users with multiple plant locations please list a headquarters location and then list the plants that will be serviced along with their locations
 - We typically receive a plant match-up with primary and secondary distributor listing
 - List the Hubbell part numbers and requested pricing and/or price group multipliers
 - Estimated annual usage per SKU, or estimated dollar value
 - On appropriate end user letterhead, provide a copy of the end user RFQ letter of intent



Quotation Requests

- **When submitting a request for quotation**
 - We run end user reports to determine if Hubbell has any existing quotations with end user
- **Renewal Requests**
 - End User name
 - Quote #
 - Prior Year Sales Activity
- **New Requests**
 - End User name
 - End User location (address, city, state)
 - For end users with multiple plant locations, list the plants that will be serviced along with the address
 - We typically receive a plant match-up report from the end user
 - List the Hubbell part numbers and quantities
 - Estimated annual dollar value
 - On appropriate end user letterhead
 - If Hubbell has existing quotation with the end user, Hubbell will follow up with the appropriate Strategic Account Manager or Territory Manager and request to extend same pricing
 - If Hubbell does not have existing quotations with the end user, Hubbell will follow up with the appropriate Strategic Account Manager or Territory Manager to determine how to best support the end user
 - A formal reply will be sent explaining Hubbell's support position relative to the request for quotation – Formal communication from end-user decision maker required to provide existing quoted pricing to new distributor

Quotation Requests

Christian:

Thanks for taking my call today.

Please read below for the pricing issue that we discussed. The end user is Nelson Stud Welding - 7900 West Ridge Road Elyria, OH 44036-2019. Please check to see if there is special pricing quote for this end user and what Fastenal is required to do in order to pursue this business.

=====

Kristine/Brian,

Something is off with these prices...

Currently my customer (a large OEM manufacturer of welding equipment) purchases these parts from a local 'mom & pop' electrical supplier – Sandusky Electric. The prices that supplier charges my customer are less than what you quoted me??? The prices my custom pay are in RED

- HBL7594V - \$7.65ea – **7.10ea**
- HBL7593V - \$9.80ea – **9.22ea**
- HBL7490V - \$4.90 – **4.85ea**
- HBL7495V - \$5.05 – **4.75ea**

The local supplier is obviously getting better pricing than Fastenal, which doesn't make much sense? If you can't offer competitive pricing, then my only option to work with my customer to switch to a different brand. Please let me know what you find out.

Quotation Requests

Regarding:

End User: NELSON STUD WELDING

Location: ELYRIA, OH

Please be advised that after performing due diligence on this request, we have determined that Hubbell Wiring Device – Kellems currently has special pricing established (blanket quotation) with this end-user through another electrical distributor. It is Hubbell Wiring Device – Kellems' policy that when special pricing is already established with an end-user through an existing authorized distributor, we require the following in order to provide that special pricing to the inquiring distributor (in this case Fastenal):

- Written direction on letterhead or electronic facsimile from a management level decision maker with the end-user directing Hubbell Wiring Device – Kellems that it is their desire for us to provide their established special pricing to the new distributor (Fastenal)
- Bill of Material end-user is requesting special pricing for (from Fastenal)
- Also, provide confirmation that it is their intent to purchase Hubbell Wiring Device – Kellems from the new distributor moving forward

This communication can be emailed to me directly where it will be reviewed by the Hubbell Wiring Device – Kellems sales team for final determination regarding the development of a new quotation with the new distributor.

Please feel free to give me a call if you care to discuss in more detail.

Quotation Requests



LETTER OF COMMITMENT

May 25, 2010

Fastenal Company

Dear Mr. Nehls,

Horton Emergency Vehicles/AIP is pleased to submit this Letter of Commitment to Fastenal Company as evidence of Hortons' intent to begin purchasing Hubbell product from Fastenal for all of their OEM/MRO production needs. Horton currently purchases these items from a different distributor, Horton proposes to purchase the same quantity of Hubbell or Equal to Products currently purchased or quoted from current supplier. This Letter of Commitment is for inclusion in your application to Hubbell or Equal to Products for preferred/deviated pricing on the Hubbell or Equal to Products, and has been administratively approved by the appropriate Horton/AIP officials.

Sincerely,

Ronaki Sorenson
Risk Management & Procurement Director
Horton/AIP, Inc.

Stephen J. Kuhn
Materials Manager
Horton Emergency Vehicle

Horton Emergency Vehicles/AIP is pleased to submit this Letter of Commitment to Fastenal Company as evidence of Hortons' intent to begin purchasing Hubbell product from Fastenal for all of their OEM/MRO production needs. Horton currently purchases these items from a different distributor, Horton proposes to purchase the same quantity of Hubbell or Equal to Products currently purchased or quoted from current supplier. This Letter of Commitment is for inclusion in your application to Hubbell or Equal to Products for preferred/deviated pricing on the Hubbell or Equal to Products, and has been administratively approved by the appropriate Horton/AIP officials.

	A	B	C	D	E	F	G	H	I	J	K	L
1	Distribu	Material	Fastenal	Item Description	Manf	Manf #	Q	U	EA	LPP	Ext	
32	Grainger	3D283	BSS	Receptacle,Lighted Duplex,15A,125V,JV	HUBBELL	HBL8200LI			1,143	\$ 8.65	\$ 9,888.68	
35	Grainger	4A256	0701478	Connector,5-20 NEMA	HUBBELL				704	\$ 12.43	\$ 8,753.32	
61	Grainger	4A251	0701342	Connector,5-15 NEMA	HUBBELL				761	\$ 7.50	\$ 5,704.43	
136	Grainger	4A255	0701961	Plug,5-20 NEMA,20 A	HUBBELL				446	\$ 7.10	\$ 3,163.76	
158	Grainger	6A865		Plug,Angle,5-15 NEMA	HUBBELL				398	\$ 7.16	\$ 2,852.54	
277	Grainger	2DPF5		Cord Connector,Low Profile,Black,PG21	HUBBELL				646	\$ 2.05	\$ 1,323.24	
334	Grainger	3D464		Gray Cover,1Gang	HUBBELL				38	\$ 26.64	\$ 1,022.98	
335	Grainger	3D289		Receptacle,Lighted Duplex,20A,125V,JV	HUBBELL				22	\$ 45.66	\$ 1,022.78	
338	Grainger	3D934		Plug,15A,125V,Gray	HUBBELL				350	\$ 2.91	\$ 1,019.66	
340	Grainger	4A263		Connector Body,30 A,L5-30	HUBBELL				33	\$ 31.00	\$ 1,016.80	
411	Grainger	5C266	0703926	Wall Plate,1 Gang	HUBBELL				417	\$ 1.87	\$ 779.16	
570	Grainger	3D249		Plate,Weatherproof	HUBBELL				28	\$ 16.15	\$ 452.20	
667	Grainger	3D290		Receptacle,Lighted Duplex,20A,125V,RD	HUBBELL				7	\$ 45.66	\$ 328.75	
677	Grainger	2DZH3		Cord Connector Locknut,Nylon,PG21	HUBBELL				633	\$ 0.50	\$ 316.81	
707	Grainger	6C811		Connector Body,3P,3W,20A,125/250V	HUBBELL				7	\$ 40.34	\$ 290.45	
708	Grainger	5C228	0703921	Plate,Wall,1 Gang	HUBBELL				258	\$ 1.12	\$ 289.26	
710	Grainger	4A262		Plug,Locking,30 A,L5-30	HUBBELL				18	\$ 16.28	\$ 286.53	
767	Grainger	3D107		Flanged Inlet,Locking,3P,3W,20A,125/250V	HUBBELL				22	\$ 10.99	\$ 246.18	
902	Grainger	6D076		Conduit,Nonmetallic	HUBBELL				2	\$ 109.31	\$ 174.90	
981	Grainger	3D209		Flanged Inlet,Mini,20A,125V	HUBBELL				5	\$ 27.80	\$ 133.44	
1072	Grainger	3D911		Flanged Inlet,Mini,20A,250V	HUBBELL				4	\$ 25.78	\$ 103.12	
1214	Grainger	5C267	0703927	Plate,Wall,2 Gang	HUBBELL				8	\$ 7.98	\$ 63.84	
1324	Grainger	3D463		Gray Cover,1Gang	HUBBELL				1	\$ 54.66	\$ 43.73	
1468	Grainger	5Z824		Receptacle,20A,125V,RD,Hospital Grade	HUBBELL				1	\$ 27.47	\$ 21.98	
1536	Grainger	4A250		Plug,5-15 NEMA,15 A	HUBBELL				1	\$ 13.50	\$ 10.80	
1563	Grainger	5D888		Connector	HUBBELL				1	\$ 7.58	\$ 6.06	
1610	Grainger	2DPE7		Cord Connector,Low Profile,Gray,3/4 In	HUBBELL				0	\$ -	\$ -	
1611	Grainger	3D189		Flanged Inlet,Mini,15A,125V	HUBBELL				0	\$ -	\$ -	
1612	Grainger	5D725		Cord Connector,-,5-.625 In,L 1.65 In	HUBBELL				0	\$ -	\$ -	
1613	Grainger	6D091		Straight Connector,3/4 In,Nylon,Gray	HUBBELL				0	\$ -	\$ -	

Quotation Requests



HUBBELL WIRING DEVICE - KELLEMS
 HUBBELL INCORPORATED (DELAWARE)
 40 Waterview Dr.
 Shelton CT. 06484

QUOTATION 30499464
 DUPLICATE Page 1 of 9

PROJECT/JOB INFO:

QUOTED TO: 203126 ID: WINO
 FASTENAL CO - C D C
 PO Box 978
 WINONA MN 55987
 USA

TERRITORY INFO:
 Sales Group: MINNEAPOLIS MN
 Agency/Rep:
 LINE DRIVE SALES

SHIP TO: 1082110
 MEDTEC
 2429 LINCOLNWAY E
 GOSHEN IN 46526
 USA

QUOTATION INFO:
 Quotation Date: 02/16/2010
 Effective Date: 02/01/2010
 Expiration Date: 01/31/2011
 Quote Type: Ship & Debit Quote
 Currency: USD

SHIPPING INFO:
 Gross Weight: 730.000 LB

Notes:

Item	Type	Brand	Qty	UM	Catalog Number/Quote Group	Description	Weight Dimensions	Pkg Qty	Multiplier	Discount	Net Price	Price UM	Value
10		WDK	100.000	EA	CR15	DUP RCPT, COMM GRD, 15A 125V, 5-15R, BR4" X 1.2" X 1"	20.000 LB	10.000			0.70	EA	70.00
Material Text: UPC Code : 783585900001 Cust Matl: 0732650													
20		WDK	100.000	EA	CR15AL	DUP RCPT, COMM GRD, 15A 125V, 5-15R, AL4" X 1.5" X 1.1"	20.000 LB	10.000			0.70	EA	70.00
Material Text: UPC Code : 783585900018 Cust Matl: 0732651													

Item	Type	Brand	Qty	UM	Catalog Number/Quote Group	Description	Weight Dimensions	Pkg Qty	Multiplier	Discount	Net Price	Price UM	Value
CR15AL		WDK	100.000	EA	CR15AL	DUP RCPT, COMM GRD, 15A 125V, 5-15R, AL4" X 1.5" X 1.1"	20.000 LB	10.000			0.70	EA	70.00
CR15		WDK	100.000	EA	CR15	DUP RCPT, COMM GRD, 15A 125V, 5-15R, BR4" X 1.2" X 1"	20.000 LB	10.000			0.70	EA	70.00

Quotation Requests

Direct Ship Quotation –

- Material Ships Directly To Address On Quote At Discounted Pricing
 - Generally Material Ships Direct To End-User / Implant
 - Assures Discounted Material Only Being Sold To Specific Account
 - Prevents Mistakes Ordering Discounted Product For Others
 - Eliminates The Need To Support SPA (Ship & Debit)

Special Pricing Agreement (SPA) (Ship & Debit) (Deviated Pricing) – [FNL Preferred](#)

- Fastenal Claims On Sales To End-User For Credit / Rebate
- Allows For Material To be Supplied Out Of Stock To Multiple End-Users
- Once Set Up, Seamless / Invisible To Store
- Claims Handled From Fastenal Corporate (Work In Process)

Project Quotes –

- One Time Job or Project
- Limited Add-ons To Support Finalization Of Project (Construction)

Quotation Requests

Procedures / Process / Work Instructions

- Bring More Consistency To The Process
- Build On What We Have Learned
- Shorten The Process Bu Doing Our Upfront Work
 - Pre-Qualify Situations w/ HBL (C. Thompson)
 - Collect As Much Information As Possible
 - Gain Understanding Of Competitive Situation or WDK History
 - Provide Data & Context To Request For Special Pricing

Why Is This Important

- WDK Views Quote As A Contract With The End-User
- WDK Partners Equally With Distributors – End-User Specifies Distributor
- WDK Support End-User When They Desire A Change OF Distribution
- Discourage Shared Quotes – Prevent Cherry Picking
- Prevent Distributors Working Against Us With Balance Of Business