



**EFC International**  
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## EFC: DOING THINGS A LITTLE DIFFERENTLY

Established in 1983, EFC International has provided customers with complete satisfaction through world-class products and a high level of service and support. EFC's growth continues through partnership programs, strategic planning, superior technical support, application engineering services and strong financial stability.

EFC has grown significantly and has been extremely fortunate to employ top mechanical engineers in vital sales positions. The company has over 30 sales engineers throughout the United States, Canada, and Mexico. Engineering excellence is critical and EFC continues to invest in it with sales engineers, business unit managers and support staff. The entire team has been formed to define and deliver profitable solutions for the company and the customer.

Through its Master Distributorship with world-class suppliers, EFC has developed sales and marketing plans that are cohesive and integrated with those of its suppliers. The strategy is simple and straight forward. Suppliers are selected carefully and a partnership is made with the industry's elite. Whether supplier or customer, EFC International is committed to supporting customers and supplier partners with innovation, value-added products and services.

### Advanced, Innovative Technology

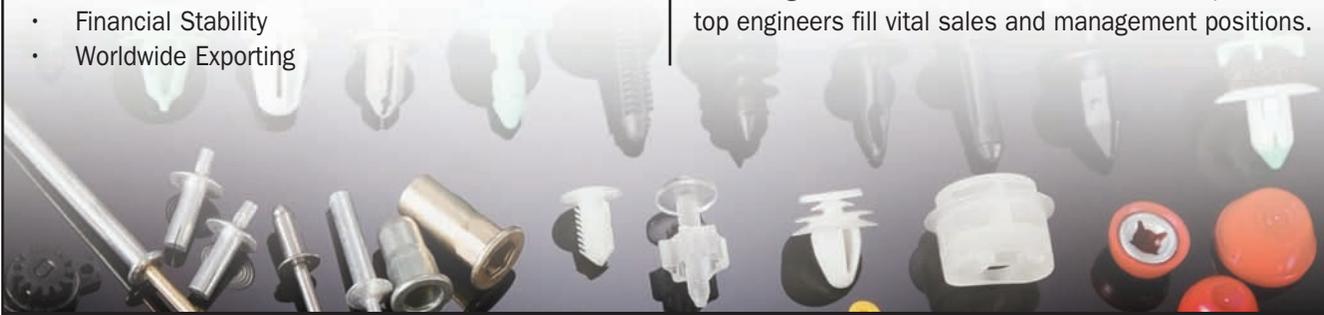
- Encyclopedia of Specialty Components/  
On-Line Engineering Guide
- EDI
- Ecommerce
- B2B and coming soon B2C
- ISO 9001:2008
- Financial Stability
- Worldwide Exporting

- SAP
- Generator backup for all offices
- Engineering/Technical Support



EFC's four stocking warehouses, and the soon to come Phoenix warehouse, accommodates expansion. The recent addition of the Detroit Research and Development Office serves to enhance EFC's technical support and meet the requirements of EFC customers, primarily in the automotive industry, but also special markets and distribution. The Tech Center staff offers experience, commitment and product knowledge appreciated by customers and suppliers.

EFC is excited to announce EFC - Phoenix coming soon! Rick Gourley has joined the team as General Manager for Phoenix. Rick's background and experience in automotive and commercial and industrial sales will enhance and guide expansion in the West. Ted Loucks was recently promoted to Chief Operating Officer and will be instrumental in streamlining of operations, IT and overall growth. The team continues to expand as top engineers fill vital sales and management positions.



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Douglas Adams, CEO and President of EFC International, is the first to admit “EFC does things a little differently.” He is proud to lead the fastener industry through innovation on all levels. Douglas leads his team with hard work, dedication, and a few perks thrown in. EFC continues to invest in people through company paid education. Another perk enjoyed by employees throughout the company is subsidized fuel expenses. The plan was first implemented in 2008 with oil and gas prices breaking records and no resolution in sight. Concerned it may force employees to consider other employment closer to

their homes, which would clearly adversely affect the company, the decision was made to subsidize fuel expenses. Gas prices continue to be at a level impacting the world-wide economy. EFC realizes the impact as a company due to their position as a major supplier to the automotive, recreational vehicle, commercial and distribution industries. Douglas states, “We encourage all corporations to consider similar support for their employees.”



*EFC wins KMOX Radio's Cardinal Spirit Award*

EFC continues to develop strategies to create consistent business growth and remain focused on this initiative and employees because we really do care. 