

FCH Evolves Into Sourcing Network

Nearly three years after FCH launched its flagship fastener search engine, FastenersClearingHouse.com, a new initiative is under way to develop the Internet site into a powerful online sourcing network just for the fastener industry. The FCH Network supports its growing online user base with new tools, features, and enhanced connectivity.

FastenersClearingHouse.com (FCH) gained widespread market acceptance as a very useful and easy to use tool for online sourcing, and also as a sales channel for surplus and odd lot inventory. Currently, the database contains over half a million fastener line items and the search engine is accessed well over a thousand times each business day.

Early in the third quarter of 2009 new web services were released that open FCH to third party software vendors. This was done to expand the user base and to simplify uploading inventory into the database. INxSQL Software was the first inventory management software vendor to build upon the new architecture.

Meanwhile, new features and a new membership model have been created to address specific needs expressed by FCH members and by the fastener industry at large.

"Early on, we recognized the benefits of providing a sourcing network exclusively for the fastener industry, but we felt we needed a solid user base and a branded presence to be successful," said Eric Dudas, FCH operations manager. "We've got those assets in place now, and we've added this new array of features to

give distributors a compelling reason to join our web-based community."

There are several features now available to FCH Network members when they login, and each is intended to improve and add value to the sourcing process. Inquiries between members can be clearly identified and traced. Search capabilities are greatly enhanced and provide more detail. A new vendor feedback and rating system brings all the benefits of peer review to the community. And the very successful RFQ system known as SourceFinder has been more finely tuned and is more easily accessed. Further additions will be released soon.

FCH Network members have the option of maintaining their current public inventory listings on FastenersClearingHouse.com, or they can advertise their listings only on the secure site, away from public view, to work only with other fastener distributors. In this way FCH continues its support of distributors with a variety of needs and business models.

"We'll continue to operate the FastenersClearingHouse.com search engine as we have been, but the FCH Network side of the site is exclusively for the industry. Some companies haven't participated with FCH yet because of the open format, and we expect to see many of them on board with us soon," concluded Dudas.

For more information, see www.fastenersclearinghouse.com or call 877-332-7836. 

FastenersClearingHouse.com

**The Fastest Growing
Fastener Database
on the Net. You Need to be Here!**



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**"It's the 21st century,
of course we use FCH."**

It's about time, and it's finally here. Search and source from hundreds of thousands of line items from distributors across North America. Receive direct contact information in real-time. Or create RFQs on the fly for stock that nobody seems to have. And do it all at no charge, with no commissions or line charges.

It's where you need to be.

When the need arises, you won't find a better way to locate hard to find fasteners than FCH. It's the power of the Net. It's not just nationwide, it's worldwide.

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