

Atlas Distribution Services

Tailoring Fulfillment & Supply Chain Solutions to Maximize Your Import Experience

Atlas Distribution Services, Ltd was formed to help distributors of fasteners and industrial supplies unlock the potential of their global supply chains by helping to address certain “pain points” in areas involving product availability, packaging, minimums and lead times from qualified factories across Asia. Atlas was founded by Scott Camp, a former Product & Supply Chain executive at the Fastenal Company.

Mr. Camp has over 27 years of experience within the industrial distribution channel; with well over 20 years falling within the global product management, sourcing, procurement and supply chain disciplines. After graduating from Elon University in 1991, he was hired by Fastenal Company whereby he served in various roles across the organization. In 2003, Mr. Camp moved his wife and children to Shanghai, China where they lived for 5 years while establishing FASTCO (Shanghai) Trading Co., Ltd, the company’s foreign entity responsible for sourcing, supplier qualification, procurement, logistics and quality assurance operations. During his time in Asia, he opened offices across China, Taiwan and SE Asia which included 3 ISO-17025/A2LA accredited laboratories. Mr. Camp worked for Fastenal for more than 23 years, eventually working his way to the home office based in Winona, MN where he served as Vice President and later Executive VP responsible for the Company’s global supply chain operations.

After so many years of service, Scott decided to exit the company to pursue his passion for international trade by establishing Atlas Distribution Services, Ltd. Given Scott’s deep love and respect for Taiwan, it’s people and culture, it was only natural for the first company to be founded in Taiwan. Scott was quoted as saying “I have been coming to Taiwan since 1996 and until today I continue to marvel at Taiwan’s commitment to quality, service and advancing technologies across many of its key industries. As Gangshan, Tainan, Luchu and surrounding areas are commonly referred to as the “Fastener Kingdom” I knew I would have the greatest chance of success if I founded my first company here. To be successful it is so important to surround yourself with great people-for those who have met the Atlas team and know our supplier partners would agree. My closest friends in the world own and operate fastener factories here and I sincerely want to help their companies continue to become as successful as possible. As Atlas takes a less-traditional approach to servicing the distribution channel, I firmly believe we can help factories achieve greater market share in their primary end markets of North America and Europe. We are proud to cooperate with the most well-known and respected manufacturers in Taiwan while helping them to make their products more readily available in the marketplace. As Atlas Taiwan has just completed its third year of operations, I am proud to say that our greatest asset is of course the Atlas team. I always say “it takes a team to build a dream”. The team members we have in Taiwan are smart, strong and highly capable to service any customer anywhere in the world.” I am especially proud that our Taiwan company has accomplished another milestone; as we recently received our ISO 9001:2015 accreditation from SGS with UKAS certification. This serves as just one example of our company’s culture and commitment to continuous improvement.

Since Atlas in Taiwan was well-established, it was time to expand the company’s footprint by opening Atlas Hong Kong and its Shanghai, China subsidiary in





Scott Liu



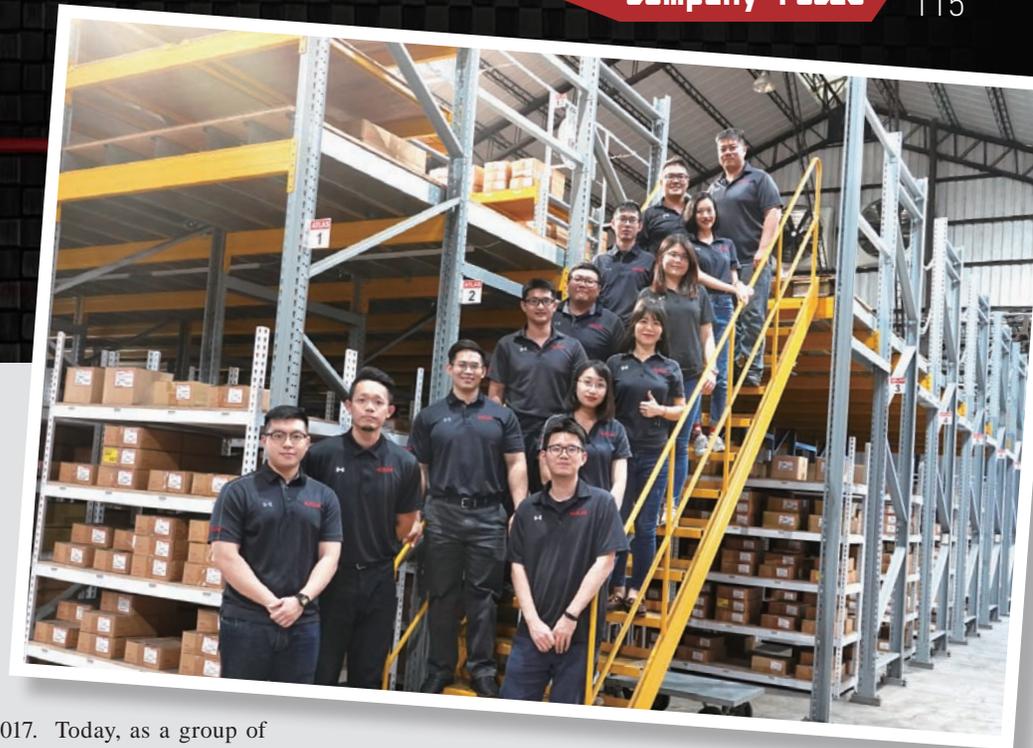
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2017. Today, as a group of companies with over 30 employees on the ground in Kaohsiung, Taiwan, Shanghai, China and the USA, Atlas has a complete portfolio of products and services to add even greater value to its distributor clients. The China company is led by Mr. Daniel Parent, who has ever worked with Scott since 1999. “The Shanghai team is vital to our ongoing ability to service our clients across the low—to-medium carbon steel fastener categories while also adding many other

non-fastener categories such as castings, forgings, stampings weldments and other fabricated components to the mix. If you couple this with our warehousing and packaging capabilities- Atlas is very well positioned to offer a significant value proposition at origin.”

As I have spent my entire career focused on the North American industrial distribution channel, I have much to learn about the nuances of doing business in Europe. But I firmly believe that distributors in Europe experience the same “supply chain pains” when it comes to balancing their strategic, direct-sourcing initiatives against the realities of their local environment and un-planned customer demand. Due to long lead times and high minimums from overseas factories, distributors regularly place “spot buys” to master stocking importers to bridge supply gaps for their imported “A &B” items while relying almost exclusively on these partners for their “C&D” items.

These “spot buys” are costly over time and given the lack of product assortment and availability off the shelf at origin, there are simply not many options. I am pleased to present Atlas as a viable partner to help distributors realize greater balance across their supply chain. One of many things I learned from my mentor Will Oberton (my former boss and current Chairman at Fastenal) is that “the easiest way to sell is to make it convenient to buy”. By taking on the supply chain pains that our distributor clients face, we are able to save them time and money while letting them focus on growing their business.”



Atlas Distribution Services, Ltd only sells to distributors seeking long-term and sustainable partnerships. “We are not for everyone, nor do we want to be. If you are interested in learning more, please reach out to us at info@atlasdistribution.com.tw. We appreciate the opportunity to serve.”

Scott Camp
Founder & CEO



Michael “Scott” Camp

Founder & CEO, Atlas Distribution Services, Ltd.

Atlas helps select distributors realize the full potential of their global supply chain operations by offering sourcing, packaging and fulfillment solutions in addition to offering complimentary customs brokerage and freight forwarding services. Atlas currently operates fulfillment centers in Gangshan, Taiwan, Shanghai, China as well as Sullivan, Missouri.

