

MAY 2009

VOLUME 1, NUMBER 8

WHO IS FASTENAL?



- Industrial & construction supply distributor
- 2,300+ store locations
- 15 distribution centers
- Over 13,000 employees

THE FASTENAL ADVANTAGE



- Flexible
- Strong commitment to promote from within
- Performance-based compensation
- Ongoing education/training opportunities
- Chance to grow with one of the top-performing businesses in America

**VISIT
FASTENAL.COM/CAREERS
FOR EMPLOYMENT
OPPORTUNITIES
IN YOUR AREA**

*FASTENAL IS AN EQUAL
OPPORTUNITY EMPLOYER*

FINDING NEW LEADERS

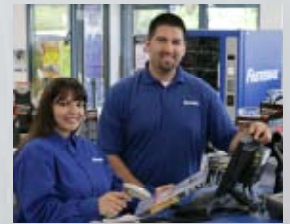
Opportunities in Industrial Sales

WHY JOIN THE FASTENAL TEAM?

Fastenal's unique culture is grounded in our core values: Innovation, Teamwork, Ambition and Integrity. These values are practiced every day in every store – by everyone from the newest part-time employee who figures out a better way to tackle everyday tasks, to the experienced General Manager who lands that big account they've been pursuing.

WORK ENVIRONMENT

We serve customers ranging from individual contractors to Fortune 500 manufacturers, and our decentralized management philosophy is to “challenge rather than control.” Each store operates as a true entrepreneurial business, tailoring its inventory to meet local customers' needs and assigning each sales person their own territory. This environment encourages teamwork while at the same time promotes individual creativity.



OPPORTUNITIES AT FASTENAL

This is probably the #1 reason to join the Fastenal team. With consistent company growth and a focus on promoting from within, the opportunities are abundant for advancement and personal growth. Just ask the District Manager or General Manager in your city about their “Fastenal Story” and you'll begin to understand how far you can go within Fastenal if you work hard and share our values. The only questions are: What do you want to do? Where do you want to go?



PART-TIME POSITION

Our part-time employees aren't limited to performing mundane daily tasks; they are the future of Fastenal. From day one, you will be trained in all aspects of our business – from managing the store's inventory, to handling the largest customer's orders, to serving customers in the store. In short, you'll be given the opportunity to take your part-time position and turn it into a career with a Fortune 1000 company.



OUTSIDE SALES POSITION

One of the great things about Fastenal is that there's no such thing as a “typical work day.” You may be calling on a local plumber at 9:00 am and then heading to meet with a strategic planner and VP of procurement for the largest company in your city. The only predictable thing is that you won't be stuck at a desk doing the same thing day in and day out, without the opportunity for advancement.

By Tony Eger, District Manager