

## Fastenal Announces Strategic Distributor Alliance with Texas-Based Minority-Owned MBE/HUB Supplier

**Winona, MN – September 16th, 2011** – Fastenal [NASDAQ: FAST], a global provider of fasteners, industrial supplies and vendor-managed inventory services and solutions to businesses, announced today that it has entered into a strategic reseller agreement with Austin, TX-based P.D. Morrison Enterprises, Inc. (PDME), a minority-owned Tier One distributor and e-procurement solutions provider. The agreement will allow Fastenal's customers and prospects to purchase products and services from PDME.

Founded in 1994, PDME is a 100% minority-owned NMSDC certified Minority Business Enterprise (MBE) and Texas-certified historically underutilized business (HUB). It has formed strategic alliances to manage various aspects of the supply chain for several large private and public sector clients and has grown to become one of the largest independent office product suppliers in the U.S.

"Supplier diversity is very important to us," said Donnalee Papenfuss, Fastenal's Executive Director of Government & Diversity Affairs. "We want our customers to know that we are supporting MBE/HUB businesses, and that we have designed programs that provide real opportunities for business growth and job creation for our minority-owned strategic partners. Fastenal's Supply Chain Diversity model creates opportunities for vendors and suppliers, as well as for minority-owned 1<sup>st</sup> tier resellers. In addition adding PDME to our strategic alliance opens the door for our other minority suppliers, vendors and 1<sup>st</sup> tier resellers to integrate with PDME's state-of-the-art e-procurement solutions.

"PDME brings to Fastenal not only its status as a minority-owned distributor, but also real and comprehensive business advantages that will support our customers," added John Soderberg, Fastenal's Vice President of Government Sales "They have 16 years of experience in the office products marketplace, with a strong, well-established infrastructure. We know our customers will appreciate the support they get from PDME."

P. D. Morrison, founder and CEO of PDME, said his company is thrilled about the relationship with Fastenal: "Fastenal is one of the most respected industrial supply companies in the world. We truly admire their dedication to supplier diversity and to taking good care of their customers. We're eager to support their goals, and we have all the tools they need."

According to Morrison, that includes first-rate information technology and a state-of-the-art e-commerce platform, as well as an experienced customer service center, sales and marketing support, accounting, training and compliance expertise, and a seasoned account management team.

As an example of its advanced service, Morrison pointed to his company's major investment in e-commerce tools, which lessen the number of "touches" an order requires. This technology can integrate seamlessly into the customer's own procurement system for faster ordering. It also efficiently transfers data across multiple communications platforms. PDME can custom-build IT solutions to fit its partners' needs.

"Our team is passionate about giving customers service that is friendly, efficient and consistent – we're problem-solvers," added Morrison. "We constantly measure our performance, and we give our partners the high level of professionalism that they deserve."

### Media Contacts:

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### About Fastenal

Fastenal [NASDAQ: FAST] is North America's largest fastener distributor and an efficient single source for a vast range of industrial and construction supplies. The company's distribution network is designed to provide *local* product and service at more than 2,500 stores, each offering tailored inventory to anticipate the needs of local customers, resulting in a high rate of same-day service. Fastenal customers benefit from regular on-site service calls, hands-on inventory management, and personal, can-do service that's recognized as the industry standard. Fastenal supports its product offering with a lineup of services and solutions, including flexible inventory control solutions, custom parts manufacturing, design and engineering support, and industrial services ranging from tool repairs to hose fabrication. Learn more at

[www.fastenal.com](http://www.fastenal.com)