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“Creating Real Partnerships and Real Value in Your Supply Chain”

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- ✓ Do you have true partners in your business?
- ✓ How do you quantify this?
- ✓ How are these partners actively working to better your business?

We will discuss the nature of a true partnership and how businesses in today’s marketplace are maximizing synergies in their supply chains to impact their bottom lines.

Henry Hill Bio

Henry graduated from Missouri State in 1993 with a degree in administrative management and marketing management. He has worked for the Fastenal Company for the last 14 years. Fastenal is one of the world’s largest industrial distributors and is widely recognized as the industry leader in material management. They have averaged over 25% annual growth over more than 20 years.

Mr. Hill has had the opportunity to work with hundreds of companies in countless industries. He spent the first part of his career in sales and management on the local store level for Fastenal, before transferring to corporate offices where he worked in the Fastenal School of Business. He spent 2 years developing and heading up a training program for Fastenal’s store managers.

Since coming home to the Kansas City area in 2004, he spent another year working for the Fastenal School of Business traveling to many of the locations in North America to provide training for employees.

In 2006 Henry started in his current role in Strategic Accounts sales. In this role he covers a three district area for Fastenal encompassing northeastern Kansas, northwestern Missouri, and eastern Nebraska. His role is developing and facilitating national relationships as well as those that are regionally significant. His primary focus in this role is maximizing value to partners, helping them reach their goals by creating tangible value and driving out costs.