



JANUARY 2010 INFORMATION

**Fastenal Company and Subsidiaries (Fastenal)
Information Regarding Monthly Sales Amounts and Other Information
(Dollar amounts in thousands.)**

Release date: 2/3/10

Net sales and daily sales amounts for the month:	<u>2010</u>	<u>2009</u>	<u>Change</u>
Net sales	\$ 162,661	166,849	-2.5%
Business days	20	21	-4.8%
Daily sales	\$ 8,133	7,945	2.4% See note below.

Net sales growth (daily basis) for month:	<u>2010</u>	<u>2009</u>
Stores more than 10 years old*	-2.3%	-13.1%
Stores more than 5 years old*	-2.1%	-12.4%
Stores more than 2 years old*	0.6%	-11.2%
All locations regardless of age	2.4%	-8.5%

* Age measured on the last day of the respective calendar year.

Definitions for above:

Net Sales - Net sales for the period indicated.

Daily Sales - Net sales for the period indicated divided by the number of business days.

Other information for month, quarter-to-date, year-to-date, or at month end:

Number of stores opened	<u>2010</u>	<u>2009</u>
Month	2	15
Quarter-to-date	2	15
Year-to-date	2	15
Total store count	2,371	2,326

Employee headcount at month end	<u>2010</u>	<u>2009</u>	<u>Change</u>
Total employee headcount	11,982 *	13,313	-10.0%

Full time equivalent (FTE) numbers for the period	<u>2010</u>	<u>2009</u>	<u>Change</u>
Store personnel - FTE	7,064	7,939	-11.0%
Distribution and manufacturing personnel - FTE	1,800 *	1,974	-8.8%
Administrative and sales support personnel - FTE	1,299	1,413	-8.1%
Total personnel - FTE	<u>10,163</u>	<u>11,326</u>	-10.3%

Non-store personnel - FTE (Distribution, manufacturing, administrative & sales support personnel)	3,099	3,387	-8.5%
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Absolute Headcount Change
-9.1%
-13.9%
-8.7%
-10.0%
-12.0%

* Includes 92 employees added with the Holo-Krome acquisition.

Commentary on sales growth and end markets:

Sales growth - The change in currencies in foreign countries (primarily Canada) relative to the United States dollar improved **our daily sales growth rate by 0.7%** in January 2010 versus January 2009. **End market (daily sales change)** - manufacturing customers grew 9.2% and non-residential construction customers contracted 15.9% in January 2010 versus January 2009.

Next monthly sales release date: **Wednesday, March 3, 2010 at 7:00 AM (central time)**

Next earnings release date: **Tuesday, April 13, 2010 at 7:00 AM (central time)**