FASTENAL®

MAY 2012 INFORMATION

Fastenal Company and Subsidiaries (Fastenal) Release date: 6/5/12
Information Regarding Monthly Sales Amounts and Other Information
(Dollar amounts in thousands.)

		2012	2011	Change	
Net sales	$	274,836	232,046	**18.4%**	
Business days		22	21	4.8%	
Daily sales	$	**12,493**	**11,050**	**13.1%**	**See note below.**

Recap of cumulative daily sales change since January		2012	2011
Daily sales in January	$	11,713	9,658
Change in daily sales since January		6.7%	14.4%

Net sales growth (daily basis) for month:	2012	2011
Stores more than 10 years old*	7.4%	16.4%
Stores more than 5 years old*	9.0%	17.9%
Stores more than 2 years old*	10.1%	19.2%
All locations regardless of age	13.1%	22.6%

* 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	2012	2011
Month	**6**	**9**
Quarter-to-date	10	20
Year-to-date	38	57
Total store count	2,621	2,542

Employee headcount at month end	2012	2011	Change
Total employee headcount	15,534	14,282	8.8%

Full time equivalent (FTE) numbers for the period	2012	2011	Change	Absolute Headcount Change
Store personnel - FTE	9,132	8,305	10.0%	8.9%
Non-store selling personnel - FTE	1,063	860	23.6%	23.5%
Selling personnel - FTE	10,195	9,165	11.2%	10.1%
Distribution personnel - FTE	1,894	1,768	7.1%	5.8%
Manufacturing personnel - FTE	545	495	10.1%	11.3%
Administrative personnel - FTE	794	786	1.0%	-1.4%
Non-selling personnel - FTE	3,233	3,049	6.0%	4.8%
Total personnel - FTE	13,428	12,214	9.9%	8.8%

Commentary on sales growth and end markets:

Sales growth - The change in currencies in foreign countries (primarily Canada) relative to the United States dollar reduced our daily sales growth rate by 0.7% during the month.

End market (daily sales change) - During the month, manufacturing customers grew 13.2% and non-residential construction customers grew 12.2%.

Next monthly sales release date: **Thursday, July 12, 2012 at 6:00 AM (central time)**
Next earnings release date: **Thursday, July 12, 2012 at 6:00 AM (central time)**