



INDUSTRIAL & CONSTRUCTION SUPPLIES

Financial Report

2006 Q4 Supplemental Information

Date Released: 01/19/2007

Fastenal Company and Subsidiaries
Supplemental Information

The accompanying supplemental information is unaudited.

Fastenal product line sales expressed as a % of net sales:

<u>Quarter</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
1st	67.0%	61.5%	57.5%*	55.2%	55.0%	55.1%	52.3%
2nd	67.0%	59.8%	57.5%*	54.9%	55.8%	54.3%	51.6%
3rd	63.1%	58.2%*	56.1%*	54.7%	56.0%	52.9%	51.2%
4th	62.8%	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%

* This percentage is calculated before the impact of the August 2001 acquisition.

Average daily sales rate (in thousands):

<u>Month</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
January	\$2,630	\$3,156	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670
February	\$2,746	\$3,190	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722
March	\$2,861	\$3,188	\$3,480	\$3,869	\$4,608	\$5,646	\$6,835
April	\$2,905	\$3,167	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004
May	\$2,964	\$3,242	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149
June	\$3,084	\$3,316	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339
July	\$3,016	\$3,238	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236
August	\$3,107	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425
September	\$3,182	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730
October	\$3,200	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571
November	\$3,012	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157
December	\$2,836	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594

Growth rate by age of store (daily basis):



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Quarter	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>
1st	35.8%	24.8%	13.2%	23.4%	24.9%	29.9%	31.8%
2nd	32.2%	15.8%	17.7%	15.0%	23.8%	24.1%	26.5%
3rd	27.5%	6.9%	16.8%	13.2%	24.8%	21.4%	20.7%
4th	24.3%	3.0%	18.5%	16.1%	26.2%	17.9%	14.4%
	<u>5+ years old</u>	<u>5+ years old</u>	<u>5+ years old</u>	<u>5+ years old</u>	<u>5+ years old</u>	<u>5+ years old</u>	<u>5+ years old</u>
1st	16.6%	4.8%	(5.8%)	4.1%	11.2%	13.7%	12.1%
2nd	12.8%	(2.1%)	1.0%	0.5%	17.6%	12.5%	9.8%
3rd	10.3%	(4.5%)	3.2%	3.1%	16.8%	12.8%	9.8%
4th	10.5%	(9.7%)	3.9%	7.1%	15.3%	11.9%	8.9%

Total head count at the end of the period:

(includes full time and part time employees)

Quarter	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
	<u>Branch</u>	<u>Branch</u>	<u>Branch</u>	<u>Branch</u>	<u>Branch</u>	<u>Branch</u>	<u>Branch</u>
1st	3,853	4,444	4,411	4,703	5,014	5,799	6,783
2nd	4,239	4,433	4,858	4,690	5,297	6,139	7,098
3rd	4,284	4,418	4,966	4,703	5,464	6,287	7,047
4th	4,356	4,263	4,743	4,835	5,502	6,392	7,174
	<u>Support</u>	<u>Support</u>	<u>Support</u>	<u>Support</u>	<u>Support</u>	<u>Support</u>	<u>Support</u>
1st	1,885	2,134	2,300	2,156	2,076	2,574	3,059
2nd	2,094	2,093	2,552	2,083	2,243	2,590	3,184
3rd	2,204	2,342	2,722	2,032	2,364	2,744	3,174
4th	2,121	2,273	2,365	2,016	2,444	2,914	3,241



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Total store (site) openings:

<u>Quarter</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>
1st	12	50	24	36	49	74	73
2nd	22	44	53	35	78	62	59
3rd	20	25	37	35	62	48	69
4th	36	9	30	45	30	38	44
Cumulative	90	128	144	151	219	222	245

Significant dates:

Fastenal Company anticipates publishing its consolidated net sales figures on the third business day of each month at this website; except for the net sales figures for the third month of a quarter, which is released with the quarterly earnings release.

Fastenal Company anticipates its 2006 Annual Report on **Form 10-K** will be filed with the Securities and Exchange Commission in mid February 2007.

Fastenal Company anticipates its Quarterly Reports on **Form 10-Q** will be filed with the Securities and Exchange Commission within 30 days of the end of the quarter.