

Financial Report

2013 Q1 Supplemental Information

Date Released: 4/10/2013

The accompanying supplemental information is unaudited.

Fastener product line sales ex	pressed as a %	of net sales:									
Quarter	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
1st	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%	43.0%
2nd	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	47.0%	45.2%	43.070
3rd	54.7%	56.0%	52.9%	51.0%	50.5%	51.3%	49.7%	49.7%	46.5%	43.5%	
4th	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%	
401	34.070	33.470	32.770	31.070	30.070	31.270	43.370	40.070	43.070	42.570	
Average daily sales amount (i	in thousands):										
<u>Month</u>	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
January	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713	\$12,494
February	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774	\$12,743
March	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171
April	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433	
May	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	
June	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	
July	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466	
August	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628	
September	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176	
October	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545	
November	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071	
December	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326	
Growth rate by age of store (2004	2005	2006	2007	2000	2000	2010	2014	2012	2012
<u>Quarter</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	2008	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	2013
	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old	10+ years old
1st					4.6%	6.7%	-17.1%	2.1%	15.0%	14.4%	1.9%
2nd					3.8%	9.7%	-26.6%	16.4%	16.6%	9.1%	
3rd					3.8%	9.4%	-25.4%	19.1%	13.2%	6.6%	
4th					5.4%	1.5%	-16.8%	12.9%	15.9%	2.9%	
<u>Quarter</u>	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old	5+ years old
		3. years ora	3. years ora	5 · years ora	3. years ora	3. years ora				- 100:00:0	
1st	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%	3.6%
1st 2nd		11.2% 17.6%				9.1% 10.7%					
	4.1%	11.2%	13.7%	12.1% 9.8% 9.8%	5.5% 5.3% 5.8%	9.1%	-16.2%	1.7%	17.5%	16.2% 10.9% 8.1%	
2nd	4.1% 0.5%	11.2% 17.6%	13.7% 12.5%	12.1% 9.8%	5.5% 5.3%	9.1% 10.7%	-16.2% -25.5%	1.7% 16.1%	17.5% 18.5%	16.2% 10.9%	
2nd 3rd 4th Store Count:	4.1% 0.5% 3.1%	11.2% 17.6% 16.8%	13.7% 12.5% 12.8%	12.1% 9.8% 9.8%	5.5% 5.3% 5.8%	9.1% 10.7% 9.9%	-16.2% -25.5% -25.2%	1.7% 16.1% 19.0%	17.5% 18.5% 15.6%	16.2% 10.9% 8.1%	
2nd 3rd 4th Store Count: New Store Openings:	4.1% 0.5% 3.1% 7.1%	11.2% 17.6% 16.8% 15.3%	13.7% 12.5% 12.8% 11.9%	12.1% 9.8% 9.8% 8.9%	5.5% 5.3% 5.8% 8.0%	9.1% 10.7% 9.9% 1.3%	-16.2% -25.5% -25.2% -17.0%	1.7% 16.1% 19.0% 15.6%	17.5% 18.5% 15.6% 17.1%	16.2% 10.9% 8.1% 4.5%	3.6%
2nd 3rd 4th Store Count: New Store Openings: Quarter	4.1% 0.5% 3.1% 7.1%	11.2% 17.6% 16.8% 15.3%	13.7% 12.5% 12.8% 11.9%	12.1% 9.8% 9.8% 8.9%	5.5% 5.3% 5.8% 8.0%	9.1% 10.7% 9.9% 1.3%	-16.2% -25.5% -25.2% -17.0%	1.7% 16.1% 19.0% 15.6%	17.5% 18.5% 15.6% 17.1%	16.2% 10.9% 8.1% 4.5%	3.6% 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st	4.1% 0.5% 3.1% 7.1% 2003 36	11.2% 17.6% 16.8% 15.3% 2004 49	13.7% 12.5% 12.8% 11.9% 2005 74	12.1% 9.8% 9.8% 8.9% 2006 73	5.5% 5.3% 5.8% 8.0% 2007 73	9.1% 10.7% 9.9% 1.3% 2008 53	-16.2% -25.5% -25.2% -17.0% 2009 33	1.7% 16.1% 19.0% 15.6% 2010	17.5% 18.5% 15.6% 17.1% 2011 37	16.2% 10.9% 8.1% 4.5% 2012 28	3.6%
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd	4.1% 0.5% 3.1% 7.1% 2003 36 35	11.2% 17.6% 16.8% 15.3% 2004 49 78	13.7% 12.5% 12.8% 11.9% 2005 74 62	12.1% 9.8% 9.8% 8.9% 2006 73 59	5.5% 5.3% 5.8% 8.0% 2007 73 50	9.1% 10.7% 9.9% 1.3% 2008 53 59	-16.2% -25.5% -25.2% -17.0% 2009 33 9	1.7% 16.1% 19.0% 15.6% 2010 29 16	17.5% 18.5% 15.6% 17.1% 2011 37 38	16.2% 10.9% 8.1% 4.5% 2012 28 25	3.6% 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd	4.1% 0.5% 3.1% 7.1% 2003 36 35 35	11.2% 17.6% 16.8% 15.3% 2004 49 78 62	13.7% 12.5% 12.8% 11.9% 2005 74 62 48	12.1% 9.8% 9.8% 8.9% 2006 73 59 69	5.5% 5.3% 5.8% 8.0% 2007 73 50 24	9.1% 10.7% 9.9% 1.3% 2008 53 59 28	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3	1.7% 16.1% 19.0% 15.6% 2010 29 16 45	17.5% 18.5% 15.6% 17.1% 2011 37 38 19	16.2% 10.9% 8.1% 4.5% 2012 28 25 20	3.6% 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd	4.1% 0.5% 3.1% 7.1% 2003 36 35	11.2% 17.6% 16.8% 15.3% 2004 49 78	13.7% 12.5% 12.8% 11.9% 2005 74 62	12.1% 9.8% 9.8% 8.9% 2006 73 59	5.5% 5.3% 5.8% 8.0% 2007 73 50	9.1% 10.7% 9.9% 1.3% 2008 53 59	-16.2% -25.5% -25.2% -17.0% 2009 33 9	1.7% 16.1% 19.0% 15.6% 2010 29 16	17.5% 18.5% 15.6% 17.1% 2011 37 38	16.2% 10.9% 8.1% 4.5% 2012 28 25	3.6% 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd	4.1% 0.5% 3.1% 7.1% 2003 36 35 35	11.2% 17.6% 16.8% 15.3% 2004 49 78 62	13.7% 12.5% 12.8% 11.9% 2005 74 62 48	12.1% 9.8% 9.8% 8.9% 2006 73 59 69	5.5% 5.3% 5.8% 8.0% 2007 73 50 24	9.1% 10.7% 9.9% 1.3% 2008 53 59 28	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3	1.7% 16.1% 19.0% 15.6% 2010 29 16 45	17.5% 18.5% 15.6% 17.1% 2011 37 38 19	16.2% 10.9% 8.1% 4.5% 2012 28 25 20	3.6% 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80	2013 11
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80	2013 11 11 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80	2013 11
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1	2013 11 11 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th 3rd 4th 3rd 4th 3rd 4th 3rd 4th 3rd 4th 3rd	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6	2013 11 11 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1	2013 11 11 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only)	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0	2006 73 59 69 44 245 2006 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6	2013 11 11 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0	2006 73 59 69 44 245 2006 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 0 -8	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -1 -7	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 11 2013 -3
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store)	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151 cions: 2003	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 0 -8 -2	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -1 -7 -1	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0 -1	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3	2013 11 11 2013 -3
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0	2006 73 59 69 44 245 2006 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 0 -8	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -1 -7	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5	2013 11 11 2013 -3
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store)	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151 cions: 2003	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 0 -8 -2	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -1 -7 -1	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0 -1	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3	2013 11 11 2013 -3
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151 cions: 2003	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0 0 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0 0 0 0 0 0 0 0 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0 0 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 -8 -2 0 -10	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -7 -1 0 -11	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 11 2013 -3 0 0 -3 2013
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter 1st	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151 cions: 2003	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0 0 0 0 0 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0 0 0 0 0 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 0 0 0 1	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 -8 -2 0 -10 2008 2213	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -7 -1 0 -11 2009 2342	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 11 2013 -3
2nd 3rd 4th Store Count: New Store Openings: Quarter 1st 2nd 3rd 4th Cumulative Closed/Converted Locat Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter	4.1% 0.5% 3.1% 7.1% 2003 36 35 35 45 151 cions: 2003	11.2% 17.6% 16.8% 15.3% 2004 49 78 62 30 219 2004 0 0 0 0 0	13.7% 12.5% 12.8% 11.9% 2005 74 62 48 38 222 2005 0 0 0 0 0 0 0 0 0 0	12.1% 9.8% 9.8% 8.9% 2006 73 59 69 44 245 2006 0 0 0 0	5.5% 5.3% 5.8% 8.0% 2007 73 50 24 14 161 2007 0 -1 0 0	9.1% 10.7% 9.9% 1.3% 2008 53 59 28 21 161 2008 0 0 -8 -2 0 -10	-16.2% -25.5% -25.2% -17.0% 2009 33 9 3 24 69 2009 -1 -1 -7 -1 0 -11	1.7% 16.1% 19.0% 15.6% 2010 29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	17.5% 18.5% 15.6% 17.1% 2011 37 38 19 28 122 2011 -5 -2 -11 -10 0 1 -27	16.2% 10.9% 8.1% 4.5% 2012 28 25 20 7 80 2012 -4 -1 -6 -5 0 3 -13	2013 11 11 2013 -3 0 0 -3 2013

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 2013 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2014.

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.