

Financial Report

2011 Q2 Supplemental Information

Date Released: 7/12/2011

The accompanying supplemental information is unaudited.

Date Neicasca. 7/12/2011									piementai mje		
Fastener product line sales e	expressed as a %	of net sales:									
Quarter	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st	61.5%	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%
2nd	59.8%	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	47.9%
3rd	58.2%*	56.1%*	54.7%	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	171370
4th	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	
* This percentage is calculate	ed before the imp	act of the Augus	st 2001 acquisition								
Average daily sales rate (in t	:housands):										
Month	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
January	\$3,156	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658
February	\$3,190	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812
March	\$3,188	\$3,471	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501
April	\$3,167	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598
May	\$3,242	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050
June	\$3,316	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233
July	\$3,238	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	
August	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	
September	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	
October	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	
November	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	
December	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	
rowth rate by age of store	(daily basis):										
<u>Quarter</u>	2001	2002	2003	<u>2004</u>	2005	2006	2007	2008	2009	<u>2010</u>	2011
	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 o
1st							4.6%	6.7%	-17.1%	2.1%	15.0%
2nd							3.8%	9.7%	-26.6%	16.4%	16.6%
3rd							3.8%	9.4%	-25.4%	19.1%	
4th							5.4%	1.5%	-16.8%	12.9%	
Quarter	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
	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 ol
1st	4.8%	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%
2nd	-2.1%	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	18.5%
3rd	-4.5%	3.2%	3.1%	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	
4th	-9.7%	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%	1.3%	-17.0%	15.6%	
itore Count:											
New Store Openings:											
<u>Quarter</u>	<u>2001</u>	2002	2003	2004	2005	2006	2007	2008	2009	2010	<u>2011</u>
1st	50	24	36	49	74	73	73	53	33	29	37
1st 2nd	50 44	24 53	36 35	49 78	74 62	73 59	73 50	53 59	33 9	29 16	
1st 2nd 3rd	50 44 25	24 53 37	36 35 35	49 78 62	74 62 48	73 59 69	73 50 24	53 59 28	33 9 3	29 16 45	37
1st 2nd	50 44	24 53	36 35	49 78	74 62	73 59	73 50	53 59	33 9	29 16	37
1st 2nd 3rd	50 44 25	24 53 37	36 35 35	49 78 62	74 62 48	73 59 69	73 50 24	53 59 28	33 9 3	29 16 45	37
1st 2nd 3rd 4th	50 44 25 9	24 53 37 30	36 35 35 45	49 78 62 30	74 62 48 38	73 59 69 44	73 50 24 14	53 59 28 21	33 9 3 24	29 16 45 37	37 38
1st 2nd 3rd 4th Cumulative	50 44 25 9	24 53 37 30	36 35 35 45	49 78 62 30	74 62 48 38	73 59 69 44	73 50 24 14	53 59 28 21	33 9 3 24	29 16 45 37	37 38
1st 2nd 3rd 4th Cumulative Closed/Converted	50 44 25 9 128	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219	74 62 48 38 222	73 59 69 44 245	73 50 24 14 161	53 59 28 21 161	33 9 3 24 69	29 16 45 37 127	37 38 75
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter	50 44 25 9 128	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219	74 62 48 38 222	73 59 69 44 245	73 50 24 14 161	53 59 28 21 161	33 9 3 24 69	29 16 45 37 127	37 38 75 <u>2011</u>
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st	50 44 25 9 128	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004	74 62 48 38 222 2005	73 59 69 44 245 2006	73 50 24 14 161	53 59 28 21 161 2008	33 9 3 24 69	29 16 45 37 127 2010 -5	37 38 75 <u>2011</u> -5
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th	50 44 25 9 128	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004 0	74 62 48 38 222 2005 0	73 59 69 44 245 2006 0	73 50 24 14 161 2007 0	53 59 28 21 161 2008 0	33 9 3 24 69 2009 -1 -1	29 16 45 37 127 2010 -5 -2	37 38 75 <u>2011</u> -5
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only)	50 44 25 9 128 2001	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004 0 0	74 62 48 38 222 2005 0 0	73 59 69 44 245 2006 0	73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0	33 9 3 24 69 2009 -1 -1 -1	29 16 45 37 127 2010 -5 -2 0	37 38 75 <u>2011</u> -5
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to	50 44 25 9 128 2001	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004 0 0	74 62 48 38 222 2005 0 0	73 59 69 44 245 2006 0 0	73 50 24 14 161 2007 0 -1 0	53 59 28 21 161 2008 0 0 0	33 9 3 24 69 2009 -1 -1 -1	29 16 45 37 127 2010 -5 -2 0	37 38 75 <u>2011</u> -5
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-	50 44 25 9 128 2001	24 53 37 30 144	36 35 35 45 151	49 78 62 30 219 2004 0 0 0	74 62 48 38 222 2005 0 0 0	73 59 69 44 245 2006 0 0 0	73 50 24 14 161 2007 0 -1 0 0	53 59 28 21 161 2008 0 0 0 -8	33 9 3 24 69 2009 -1 -1 -1 -7	29 16 45 37 127 2010 -5 -2 0 0	37 38 75 2011 -5
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count:	50 44 25 9 128 2001	24 53 37 30 144 2002	36 35 35 45 151 2003	49 78 62 30 219 2004 0 0 0 0	74 62 48 38 222 2005 0 0 0 0	73 59 69 44 245 2006 0 0 0 0	73 50 24 14 161 2007 0 -1 0 0 -1	53 59 28 21 161 2008 0 0 0 -8 -2 0	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0	29 16 45 37 127 2010 -5 -2 0 0 -1 2	37 38 75 2011 -5 -2
1st 2nd 3rd 4th Cumulative Closed/Converted Ouarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter	50 44 25 9 128 2001	24 53 37 30 144 2002	36 35 35 45 151 2003	49 78 62 30 219 2004 0 0 0 0 0	74 62 48 38 222 2005 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0 0	73 50 24 14 161 2007 0 -1 0 0 -1 1 2007	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 75 2011 -5 -2
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter 1st	50 44 25 9 128 2001	24 53 37 30 144 2002	36 35 35 45 151 2003	49 78 62 30 219 2004 0 0 0 0 0 0 0	74 62 48 38 222 2005 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0	73 50 24 14 161 2007 0 -1 0 0 -1 2007 2073	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 75 2011 -5 -2 -7 2011 2522
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter 1st 2nd	50 44 25 9 128 2001	24 53 37 30 144 2002	36 35 35 45 151 2003	49 78 62 30 219 2004 0 0 0 0 0 0 2004 1363 1441	74 62 48 38 222 2005 0 0 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0 0 0	73 50 24 14 161 2007 0 -1 0 0 -1 2007 2073 2122	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10 2008 2213 2272	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11 2009 2342 2350	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 75 2011 -5 -2
1st 2nd 3rd 4th Cumulative Closed/Converted Quarter 1st 2nd 3rd 4th Converted (Store to Customer-only) Converted (Customer-only to Store) Cumulative Total Store Count: Quarter 1st	50 44 25 9 128 2001	24 53 37 30 144 2002	36 35 35 45 151 2003	49 78 62 30 219 2004 0 0 0 0 0 0 0	74 62 48 38 222 2005 0 0 0 0 0 0	73 59 69 44 245 2006 0 0 0 0 0 0	73 50 24 14 161 2007 0 -1 0 0 -1 2007 2073	53 59 28 21 161 2008 0 0 0 -8 -2 0 -10	33 9 3 24 69 2009 -1 -1 -1 -7 -1 0 -11	29 16 45 37 127 2010 -5 -2 0 0 -1 2 -6	37 38 75 2011 -5 -2

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 2011 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2012.

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.