



Fastenal Company and Subsidiaries (Fastenal)
(Dollar amounts in thousands)

Release date: 10/11/16

The accompanying supplemental information is unaudited.

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

Quarter	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
1st	50.8%	50.2%	50.7%	49.8%	47.6%	45.5%	43.0%	40.2%	39.0%	37.5%
2nd	51.5%	51.0%	49.7%	49.7%	47.9%	45.2%	43.1%	40.6%	38.7%	37.1%
3rd	50.5%	51.3%	49.5%	49.2%	46.5%	43.5%	41.7%	40.3%	37.9%	36.1%
4th	50.0%	51.2%	49.9%	48.0%	45.8%	42.9%	40.6%	39.2%	37.4%	

Daily sales:

Month	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
January	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658	\$11,713	\$12,494	\$13,326	\$14,927	\$15,418
February	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812	\$11,774	\$12,743	\$13,726	\$14,909	\$15,298
March	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501	\$12,530	\$13,171	\$14,705	\$15,530	\$15,525
April	\$7,842	\$9,181	\$7,249	\$8,600	\$10,598	\$12,433	\$13,028	\$14,325	\$15,203	\$15,788
May	\$8,095	\$9,387	\$7,444	\$9,013	\$11,050	\$12,493	\$13,156	\$14,930	\$15,718	\$15,890
June	\$8,426	\$9,767	\$7,570	\$9,169	\$11,233	\$12,808	\$13,577	\$15,298	\$15,864	\$15,866
July	\$8,243	\$9,462	\$7,297	\$9,081	\$11,117	\$12,466	\$12,830	\$14,713	\$15,184	\$15,498
August	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278	\$12,628	\$13,531	\$15,567	\$15,812	\$15,864
September	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667	\$13,176	\$13,924	\$15,725	\$15,674	\$16,109
October	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749	\$12,545	\$13,517	\$15,491	\$15,363	
November	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160	\$12,071	\$13,063	\$15,068	\$14,909	
December	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320	\$11,326	\$12,080	\$14,183	\$13,650	

Daily sales growth by age of store:

Quarter	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
	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%	5.7%	7.5%	1.0%
2nd	3.8%	9.7%	-26.6%	16.4%	16.6%	9.1%	1.3%	9.4%	4.6%	0.0%
3rd	3.8%	9.4%	-25.4%	19.1%	13.2%	6.6%	1.5%	12.2%	1.4%	0.1%
4th	5.4%	1.5%	-16.8%	12.9%	15.9%	2.9%	3.8%	14.5%	-2.4%	
Quarter	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
1st	5.5%	9.1%	-16.2%	1.7%	17.5%	16.2%	3.6%	6.6%	7.6%	0.4%
2nd	5.3%	10.7%	-25.5%	16.1%	18.5%	10.9%	2.7%	10.0%	4.5%	0.0%
3rd	5.8%	9.9%	-25.2%	19.0%	15.6%	8.1%	2.8%	12.7%	1.1%	0.4%
4th	8.0%	1.3%	-17.0%	15.6%	17.1%	4.5%	5.3%	14.3%	-2.8%	

Store Count:

New Store Openings:	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
1st	73	53	33	29	37	28	11	9	2	17
2nd	50	59	9	16	38	25	22	8	6	10
3rd	24	28	3	45	19	20	11	5	5	8
4th	14	21	24	37	28	7	9	2	28	
Cumulative	161	161	69	127	122	80	53	24	41	35

Closed/Converted Locations:	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Closed current quarter	0	0	-1	0	-11	-6	-2	-41	-9	-65
Closed (Year-to-date)	-1	0	-3	-7	-18	-11	-9	-62	-35	-99
Closed (Annual)	-1	-8	-10	-7	-28	-16	-16	-73	-50	
Converted (Store to Customer-only)	0	-2	-1	-1	0	0	-2	-2	-6	-14
Converted (Customer-only to Store)	0	0	0	2	1	3	0	1	0	1
Cumulative	-1	-10	-11	-6	-27	-13	-18	-74	-56	-112

Current quarter and year-end total store count:	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
3rd	2,146	2,300	2,352	2,453	2,566	2,650	2,686	2,647	2,609	2,545
Year-end	2,160	2,311	2,369	2,490	2,585	2,652	2,687	2,637	2,622	

Significant dates:

Fastenal anticipates publishing its consolidated net sales figures on the fourth 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 anticipates its 2016 Annual Report on Form 10-K will be filed with the Securities and Exchange Commission in February 2017.

Fastenal 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.