



## Financial Report

### 2011 Q1 Supplemental Information

Date Released: 4/12/2011

The accompanying supplemental information is unaudited.

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

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st	67.0%	61.5%	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%	50.7%	49.8%	47.6%
2nd	67.0%	59.8%	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%	49.7%	49.7%	
3rd	63.1%	58.2%*	56.1%*	54.7%	56.0%	52.9%	51.2%	50.5%	51.3%	49.5%	49.2%	
4th	62.8%	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	

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

#### Average daily sales rate (in thousands):

Month	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
January	\$2,630	\$3,156	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680	\$7,945	\$8,133	\$9,658
February	\$2,746	\$3,190	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641	\$7,736	\$8,075	\$9,812
March	\$2,861	\$3,188	\$3,471	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228	\$7,626	\$8,548	\$10,501
April	\$2,905	\$3,167	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181	\$7,249	\$8,600	
May	\$2,964	\$3,242	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387	\$7,444	\$9,013	
June	\$3,084	\$3,316	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767	\$7,570	\$9,169	
July	\$3,016	\$3,238	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243	\$9,462	\$7,297	\$9,081	
August	\$3,107	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	
September	\$3,182	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	
October	\$3,200	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	
November	\$3,012	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	
December	\$2,836	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	

#### Growth rate by age of store (daily basis):

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	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 old	10+ years old
1st								4.6%	6.7%	-17.1%	2.1%	15.0%
2nd								3.8%	9.7%	-26.6%	16.4%	
3rd								3.8%	9.4%	-25.4%	19.1%	
4th								5.4%	1.5%	-16.8%	12.9%	
Quarter	2000	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 old	5+ years old
1st	16.6%	4.8%	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%	-16.2%	1.7%	17.5%
2nd	12.8%	-2.1%	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%	-25.5%	16.1%	
3rd	10.3%	-4.5%	3.2%	3.1%	16.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	
4th	10.5%	-9.7%	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%	1.3%	-17.0%	15.6%	

#### Store Count:

##### New Store Openings:

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st	12	50	24	36	49	74	73	73	53	33	29	37
2nd	22	44	53	35	78	62	59	50	59	9	16	
3rd	20	25	37	35	62	48	69	24	28	3	45	
4th	36	9	30	45	30	38	44	14	21	24	37	
Cumulative	90	128	144	151	219	222	245	161	161	69	127	37

##### Closed/Converted Locations:

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st					0	0	0	0	0	-1	-5	-5
2nd					0	0	0	-1	0	-1	-2	
3rd					0	0	0	0	0	-1	0	
4th					0	0	0	0	-8	-7	0	
Converted (Store to Customer-only)					0	0	0	0	-2	-1	-1	
Converted (Customer-only to Store)					0	0	0	0	0	0	2	
Cumulative	0	0	0	-6	0	0	0	-1	-10	-11	-6	-5

##### Total Store Count:

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st					1363	1607	1828	2073	2213	2342	2392	2522
2nd					1441	1669	1887	2122	2272	2350	2407	
3rd					1503	1717	1956	2146	2300	2352	2453	
4th	897	1025	1169	1314	1533	1755	2000	2160	2311	2369	2490	

#### 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.