



INDUSTRIAL & CONSTRUCTION SUPPLIES

Financial Report

2007 Q4 Supplemental Information

Date Released: 1/22/2008

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
1st	67.0%	61.5%	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%
2nd	67.0%	59.8%	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%
3rd	63.1%	58.2%*	56.1%*	54.7%	56.0%	52.9%	51.2%	50.5%
4th	62.8%	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%

* 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
January	\$2,630	\$3,156	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508
February	\$2,746	\$3,190	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513
March	\$2,861	\$3,188	\$3,480	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897
April	\$2,905	\$3,167	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842
May	\$2,964	\$3,242	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095
June	\$3,084	\$3,316	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426
July	\$3,016	\$3,238	\$3,614	\$3,910	\$4,964	\$6,044	\$7,236	\$8,243
August	\$3,107	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419
September	\$3,182	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790
October	\$3,200	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683
November	\$3,012	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243
December	\$2,836	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705

Growth rate by age of store (daily basis):

Quarter	2000	2001	2002	2003	2004	2005	2006	2007
	2-5 years old	2-5 years old	2-5 years old	2-5 years old	2-5 years old	2-5 years old	2-5 years old	2-5 years old
1st	35.8%	24.8%	13.2%	23.4%	24.9%	29.9%	31.8%	16.3%
2nd	32.2%	15.8%	17.7%	15.0%	23.8%	24.1%	26.5%	10.8%
3rd	27.5%	6.9%	16.8%	13.2%	24.8%	21.4%	20.7%	8.4%
4th	24.3%	3.0%	18.5%	16.1%	26.2%	17.9%	14.4%	13.8%
Quarter	2000	2001	2002	2003	2004	2005	2006	2007



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	<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>	<u>5+ years old</u>
1st	16.6%	4.8%	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%
2nd	12.8%	-2.1%	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%
3rd	10.3%	-4.5%	3.2%	3.1%	16.8%	12.8%	9.8%	5.8%
4th	10.5%	-9.7%	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%



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Strategic Account Sales Growth

<u>Quarter</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>
1st						23.1%	18.2%	9.5%
2nd						21.6%	16.6%	9.8%
3rd						23.2%	13.3%	12.1%
4th						18.9%	12.4%	13.4%

Total head count at the end of the period:

(includes full time and part time employees)

<u>Quarter</u>	<u>2000</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>
	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>	<u>Sales</u>
1st	3,853	4,444	4,411	4,703	5,014	5,799	6,783	7,637
2nd	4,239	4,433	4,858	4,690	5,297	6,139	7,098	8,089
3rd	4,284	4,418	4,966	4,703	5,464	6,287	7,047	8,522
4th	4,356	4,263	4,743	4,835	5,502	6,392	7,174	8,617
	<u>Support</u>	<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	3,237
2nd	2,094	2,093	2,552	2,083	2,243	2,590	3,184	3,226
3rd	2,204	2,342	2,722	2,032	2,364	2,744	3,174	3,394
4th	2,121	2,273	2,365	2,016	2,444	2,914	3,241	3,396

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>	<u>2007</u>
1st	12	50	24	36	49	74	73	73
2nd	22	44	53	35	78	62	59	50
3rd	20	25	37	35	62	48	69	24
4th	36	9	30	45	30	38	44	14
Cumulative	90	128	144	151	219	222	245	161

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

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 each quarter.

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end of the quarter.