



INDUSTRIAL & CONSTRUCTION SUPPLIES

Financial Report

2007 Q2 Supplemental Information

Date Released: 7/12/2007

The accompanying supplemental information is unaudited.

Fastenal 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%	-
4th	62.8%	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%	-

* 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	-
August	\$3,107	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	-
September	\$3,182	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	-
October	\$3,200	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	-
November	\$3,012	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	-
December	\$2,836	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	-

Growth rate by age of store (daily basis):

Quarter	2000	2001	2002	2003	2004	2005	2006	2007
	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>	<u>2-5 years old</u>
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%	-
4th	24.3%	3.0%	18.5%	16.1%	26.2%	17.9%	14.4%	-
	<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%	-
4th	10.5%	-9.7%	3.9%	7.1%	15.3%	11.9%	8.9%	-

**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%	
4th						18.9%	12.4%	

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	-
4th	4,356	4,263	4,743	4,835	5,502	6,392	7,174	-
	<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	-
4th	2,121	2,273	2,365	2,016	2,444	2,914	3,241	-

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	-
4th	36	9	30	45	30	38	44	-
Cumulative	90	128	144	151	219	222	245	123

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 2008

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.