



Financial Report

2011 Q4 Supplemental Information

Date Released: 1/18/2012

The accompanying supplemental information is unaudited.

Fastener product line sales 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%	46.5%
4th	58.3%*	55.6%*	54.6%	55.4%	52.7%	51.0%	50.0%	51.2%	49.9%	48.0%	45.8%

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

Average daily sales amount (in thousands):

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	\$11,117
August	\$3,290	\$3,720	\$4,046	\$5,054	\$6,152	\$7,425	\$8,419	\$9,800	\$7,700	\$9,399	\$11,278
September	\$3,458	\$3,837	\$4,160	\$5,250	\$6,659	\$7,730	\$8,790	\$10,051	\$7,957	\$9,823	\$11,667
October	\$3,332	\$3,671	\$4,173	\$5,325	\$6,533	\$7,571	\$8,683	\$9,719	\$7,905	\$9,675	\$11,749
November	\$3,087	\$3,529	\$4,042	\$5,053	\$6,152	\$7,157	\$8,243	\$8,805	\$7,745	\$9,132	\$11,160
December	\$2,980	\$3,213	\$3,756	\$4,787	\$5,603	\$6,594	\$7,705	\$7,706	\$7,045	\$8,515	\$10,320

Growth rate by age of store (daily basis):

Quarter	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	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%	16.6%					
3rd													3.8%	9.4%	-25.4%	19.1%	13.2%					
4th													5.4%	1.5%	-16.8%	12.9%	15.9%					

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 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	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%	12.8%	12.8%	9.8%	5.8%	9.9%	-25.2%	19.0%	15.6%											
4th	-9.7%	3.9%	7.1%	15.3%	11.9%	8.9%	8.0%	1.3%	-17.0%	15.6%	17.1%											

Store Count:

New Store Openings:

Quarter	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
1st	50	24	36	49	74	73	73	53	33	29	37
2nd	44	53	35	78	62	59	50	59	9	16	38
3rd	25	37	35	62	48	69	24	28	3	45	19
4th	9	30	45	30	38	44	14	21	24	37	28
Cumulative	128	144	151	219	222	245	161	161	69	127	122

Closed/Converted Locations:

Quarter	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	-2
3rd				0	0	0	0	0	-1	0	-11
4th				0	0	0	0	-8	-7	0	-10
Converted (Store to Customer-only)				0	0	0	0	-2	-1	-1	0
Converted (Customer-only to Store)				0	0	0	0	0	0	2	1
Cumulative	0	0	-6	0	0	0	-1	-10	-11	-6	-27

Total Store Count:

Quarter	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	2558
3rd				1503	1717	1956	2146	2300	2352	2453	2566
4th	1025	1169	1314	1533	1755	2000	2160	2311	2369	2490	2585

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.