



## Financial Report

### 2008 Q2 Supplemental Information

Date Released: 7/11/2008

*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	2008
1st	67.0%	61.5%	57.5%*	55.2%	55.0%	55.1%	52.3%	50.8%	50.2%
2nd	67.0%	59.8%	57.5%*	54.9%	55.8%	54.3%	51.6%	51.5%	51.0%
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	2008
January	\$2,630	\$3,156	\$3,333	\$3,674	\$4,267	\$5,385	\$6,670	\$7,508	\$8,680
February	\$2,746	\$3,190	\$3,418	\$3,688	\$4,431	\$5,542	\$6,722	\$7,513	\$8,641
March	\$2,861	\$3,188	\$3,480	\$3,869	\$4,608	\$5,646	\$6,835	\$7,897	\$9,228
April	\$2,905	\$3,167	\$3,546	\$3,802	\$4,643	\$5,879	\$7,004	\$7,842	\$9,181
May	\$2,964	\$3,242	\$3,640	\$3,883	\$4,877	\$5,996	\$7,149	\$8,095	\$9,387
June	\$3,084	\$3,316	\$3,770	\$3,995	\$5,021	\$6,086	\$7,339	\$8,426	\$9,767
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	2008
	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>	<u>10+ years old</u>
1st								4.6%	6.7%
2nd								3.8%	9.7%
3rd								3.8%	
4th								5.4%	

Quarter	2000	2001	2002	2003	2004	2005	2006	2007	2008
	<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>	<u>5+ years old</u>
1st	16.6%	4.8%	-5.8%	4.1%	11.2%	13.7%	12.1%	5.5%	9.1%
2nd	12.8%	-2.1%	1.0%	0.5%	17.6%	12.5%	9.8%	5.3%	10.7%
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%	



### 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>	<u>2008</u>
1st						23.1%	18.2%	9.5%	14.3%
2nd						21.6%	16.6%	9.8%	12.0%
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>2008</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>	<u>Sales</u>
1st	3,853	4,444	4,411	4,703	5,014	5,799	6,783	7,637	9,152
2nd	4,239	4,433	4,858	4,690	5,297	6,139	7,098	8,089	9,543
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>	<u>Support</u>
1st	1,885	2,134	2,300	2,156	2,076	2,574	3,059	3,237	3,383
2nd	2,094	2,093	2,552	2,083	2,243	2,590	3,184	3,226	3,522
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>	<u>2008</u>
1st	12	50	24	36	49	74	73	73	53
2nd	22	44	53	35	78	62	59	50	59
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	112

### 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 2008 Annual Report on **Form 10-K** will be filed with the Securities and Exchange Commission in mid February 2009.

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.