



**Fastenal Company and Subsidiaries (Fastenal)**  
**Information Regarding Monthly Sales Amounts and Other Information**  
(Dollar amounts in thousands.)

Release date: 5/5/09

Net sales and daily sales amounts for the month:	<u>2009</u>	<u>2008</u>	<u>Change</u>
<b>Net sales</b>	\$ 159,474	201,992	<b>-21.0%</b>
Business days	22	22	0.0%
<b>Daily sales</b>	\$ <b>7,249</b>	<b>9,181</b>	<b>-21.0%</b> <b>See note below.</b>

<b>Recap of cumulative daily sales change since January</b>	<u>2009</u>	<u>2008</u>
Daily sales in January	\$ 7,945	8,680
Change in daily sales since January	-8.8%	5.8%

<b>Net sales growth (daily basis) for month:</b>	<u>2009</u>	<u>2008</u>
Stores more than 10 years old*	-26.8%	9.8%
Stores more than 5 years old*	-25.2%	10.5%
Stores more than 2 years old*	-24.0%	13.1%
All locations regardless of age	-21.0%	17.1%

\* Age measured on the last day of the respective calendar year.

**Definitions for above:**

Net Sales - Net sales for the period indicated.

Daily Sales - Net sales for the period indicated divided by the number of business days.

**Other information for month, quarter-to-date, year-to-date, or at month end:**

<b>Number of stores opened</b>	<u>2009</u>	<u>2008</u>	<b>See note below.</b>
Month	<b>5</b>	<b>6</b>	
Quarter-to-date	5	6	
Year-to-date	38	59	
Total store count	2,347	2,219	

<b>Employee headcount at month end</b>	<u>2009</u>	<u>2008</u>	<u>Change</u>
Total employee headcount	12,594	12,672	-0.6%

<b>Full time equivalent (FTE) numbers for the period</b>	<u>2009</u>	<u>2008</u>	<u>Change</u>	<b>Absolute Headcount Change</b>
Store personnel - FTE	7,188	7,809	-8.0%	-0.8%
Distribution and manufacturing personnel - FTE	1,858	2,111	-12.0%	-2.8%
Administrative and sales support personnel - FTE	1,374	1,322	3.9%	4.4%
Total personnel - FTE	<u>10,420</u>	<u>11,242</u>	-7.3%	-0.6%
Non-store personnel - FTE (Distribution, manufacturing, administrative & sales support personnel)	3,232	3,433	-5.9%	-0.2%

**See note below.**

**Commentary on sales growth, store openings, and headcount growth:**

**Sales growth** - The value of the Canadian dollar relative to the US dollar dropped dramatically during the Fall of 2008. In April 2009 and 2008, the average exchange rate was 0.8187 and 0.9820, respectively. This relative change **lowered our daily sales growth rate by 0.7%** in April 2009. **Store openings** - During our earnings conference call in January 2009 we discussed our limited visibility on sales trends and our thoughts on store openings. Our stated goal in 2009 is to open 7% to 10% more stores; however, we intend to slow our store openings to a rate of approximately 2% to 5% in the early months of 2009 until we see some signs of improvement in our sales growth. **Headcount growth** - Due to our store openings, we have added additional employees since April 2008; however, we have lowered our part-time hours worked since the Fall of 2008. This has caused FTE contraction to be greater than the 'absolute headcount change'.

**Note:** The FTE employee numbers in the March 2009 sales release have been adjusted to reflect a calculation error.