



SEPTEMBER 2009 INFORMATION

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

Release date: 10/12/09

Net sales and daily sales amounts for the month:	<u>2009</u>	<u>2008</u>	<u>Change</u>
Net sales	\$ 167,100	211,063	-20.8%
Business days	21	21	0.0%
Daily sales	\$ 7,957	10,051	-20.8% See note below.

Recap of cumulative daily sales change since January	<u>2009</u>	<u>2008</u>
Daily sales in January	\$ 7,945	8,680
Change in daily sales since January	0.2%	15.8%

Net sales growth (daily basis) for month:	<u>2009</u>	<u>2008</u>
Stores more than 10 years old*	-23.8%	8.0%
Stores more than 5 years old*	-24.2%	8.5%
Stores more than 2 years old*	-23.1%	10.5%
All locations regardless of age	-20.8%	14.3%

* 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:

Number of stores opened	<u>2009</u>	<u>2008</u>	See note below.
Month	2	11	
Quarter-to-date	3	28	
Year-to-date	45	140	
Total store count	2,352	2,300	

Employee headcount at month end	<u>2009</u>	<u>2008</u>	<u>Change</u>
Total employee headcount	12,076	13,417	-10.0%

Full time equivalent (FTE) numbers for the period	<u>2009</u>	<u>2008</u>	<u>Change</u>
Store personnel - FTE	7,029	8,269	-15.0%
Distribution and manufacturing personnel - FTE	1,752	2,284	-23.3%
Administrative and sales support personnel - FTE	1,303	1,409	-7.5%
Total personnel - FTE	<u>10,084</u>	<u>11,962</u>	-15.7%

Non-store personnel - FTE (Distribution, manufacturing, administrative & sales support personnel)	3,055	3,693	-17.3%
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Absolute Headcount Change
-8.1%
-17.7%
-8.1%
-10.0%
-14.3%

Commentary on sales growth and store openings:

Sales growth - The value of the Canadian dollar relative to the US dollar dropped dramatically during the Fall of 2008. In September 2009 and 2008, the average exchange rate was 0.9177 and 0.9468, respectively. This relative change **lowered our daily sales growth rate by 0.1%** in September 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 is to open 7% to 10% new stores each year; however, we have slowed our store openings to a rate of approximately 2% to 5% for 2009.

Next monthly sales release date: **Wednesday, November 4, 2009 at 7:00 AM (central time)**

Next earnings release date: **Tuesday, January 19, 2010 at 7:00 AM (central time)**