



2004 August Sales Information

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

AUGUST 2004 INFORMATION

Net sales and daily sales amounts for the month:

		<u>2004</u>	<u>2003</u>	<u>Increase</u>
Net Sales	\$	111,187	84,959	30.9%
Business Days		22	21	4.8%
Daily Sales	\$	5,054	4,046	24.9%

Definitions for above:

Net Sales - Net sales of Fastenal for the period indicated.

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

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

<u>Number of stores opened</u>	<u>2004</u>	<u>2003</u>
Month	18	7
Year-to-date	152	86

Number of stores added to CSP format in the current month (includes new stores opened): **41**

<u>Net sales growth (daily basis) for month</u>	<u>2004</u>	<u>2003</u>
Stores more than 5 years old	15.6%	3.2%
Stores 2 to 5 years old	25.3%	13.5%
Stores more than 2 years old	17.5%	4.8%

<u>Headcount at month end</u>	<u>2004</u>	<u>2003</u>
Sales personnel	5,371	4,658
Support personnel	2,269	2,014
Total personnel	<u>7,640</u>	<u>6,672</u>