



**Fastenal Company and Subsidiaries (Fastenal)**  
**(Dollar amounts in thousands)**

Release date: 5/5/16

	2016	2015	Change
<b>Net sales</b>	\$ 331,546	334,470	<b>-0.9%</b>
Business days	21	22	-4.5%
<b>Daily sales</b>	\$ <b>15,788</b>	<b>15,203</b>	<b>3.8%</b>

	2016	2015	Historical Average
Daily sales in January	\$ 15,418	14,927	
Change in daily sales since January	2.4%	1.8%	6.4%
Daily sales last month	\$ 15,525	15,530	
Change in daily sales since last month	1.7%	-2.1%	0.4%

<b>Daily sales growth by age of store and currency impacts</b>	2016	2015
Stores more than 10 years old*	2.5%	5.6%
Stores more than 5 years old*	2.1%	5.6%
Stores more than 2 years old*	2.5%	5.4%
* Age measured on the last day of the respective calendar year.		
All locations regardless of age	3.8%	6.1%
Impact of currency fluctuations (primarily Canada)	-0.4%	-0.9%
Impact of acquisitions	0.6%	0.1%

<b>Daily sales growth by end market</b>	2016	2015
Manufacturing	3.8%	4.6%
Non-residential construction	-0.8%	3.3%

<b>Daily sales growth by product line</b>	2016	2015
Fasteners	0.0%	2.0%
Other	6.5%	10.2%

<b>Number of stores opened</b>	2016	2015
Quarter-to-date	4	0
Year-to-date	21	2
Total store count	2,630	2,624

<b>Employee headcount at month end</b>	2016	2015	Change
Store personnel - FTE	11,448	10,781	6.2%
Non-store selling personnel - FTE	1,555	1,305	19.2%
Selling personnel - FTE	13,003	12,086	7.6%
Distribution personnel - FTE	2,439	2,278	7.1%
Manufacturing personnel - FTE	597	629	-5.1%
Administrative personnel - FTE	1,059	979	8.2%
Non-selling personnel - FTE	4,095	3,886	5.4%
Total personnel - FTE	17,098	15,972	7.0%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
4.9%	-328
19.8%	49
6.3%	-279
6.5%	-34
-5.2%	-39
6.6%	24
4.9%	-49
5.9%	-328

Total personnel - absolute	20,418	19,272	5.9%
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**Comments:**

We added 171 FTE in October 2015 in connection with an acquisition. The majority were in store (125) or in distribution (41).

**Definitions in release:**

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the United States.

FTE - Full-time equivalent headcount.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Monday, June 6, 2016 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, July 12, 2016 at 6:00 AM (central time)**