



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

Release date: 5/4/17

	2017	2016	Change
Net sales	\$ 343,751	331,546	3.7%
Business days	20	21	-4.8%
Daily sales	\$ 17,188	15,788	8.9%
Impact of acquisitions	1.3%	0.6%	
Impact of currency fluctuations	-0.4%	-0.4%	

	2017	2016	Historical Average 5-Year ¹	
Daily sales in January	\$ 16,002	15,418		¹ The 'Historical Average 5-Year' represents the years 2012 to 2016.
Change in daily sales since January	7.4%	2.4%	4.4%	
Daily sales last month	\$ 16,822	15,525		
Change in daily sales since last month	2.2%	1.7%	-1.0%	

Daily sales growth by geography	2017	2016
United States	9.0%	2.4%
Total North America	8.9%	3.6%
Total Company	8.9%	3.8%

Daily sales growth by end market ²	2017	2016	
Manufacturing	7.1%	3.8%	² The 2017 amounts exclude the impact of the acquisition of Manufacturers Supply Company ('Mansco').
Non-residential construction	6.6%	-0.8%	

Daily sales growth by product line	2017	2016	
Fasteners ³	6.0%	0.0%	³ The 2017 fasteners amount includes the impact of the acquisition of Mansco.
Other	10.7%	6.5%	

Number of stores opened	2017	2016
Quarter-to-date	2	4
Year-to-date	7	21
Total store count	2,482	2,630

Employee headcount at month end	2017	2016	Change
Store personnel - FTE	11,366	11,448	-0.7%
Non-store selling personnel - FTE	1,548	1,555	-0.5%
Selling personnel - FTE	12,914	13,003	-0.7%
Distribution personnel - FTE	2,452	2,439	0.5%
Manufacturing personnel - FTE	588	597	-1.5%
Administrative personnel - FTE	1,032	1,059	-2.5%
Non-selling personnel - FTE	4,072	4,095	-0.6%
Total personnel - FTE	16,986	17,098	-0.7%
Total personnel - absolute	19,883	20,418	-2.6%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
-3.0%	261
-1.4%	18
-2.8%	279
-1.7%	-36
-1.6%	19
-3.5%	-3
-2.1%	-20
-2.6%	259

Comments:

The 2017 headcount information includes a total of 118 store FTE (125 absolute headcount) for the acquisition of Mansco.

Fastenal is open on Good Friday and this day is included in our business days count. However, sales volume tends to be light on this day. In 2017, the timing of Good Friday shifted to April from March in 2016. As a result, the March 2016 daily sales growth rate benefited by roughly 150 bps while the April 2017 daily sales growth rate experienced a roughly 150 bps drag.

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: **Tuesday, June 6, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, July 12, 2017 at 6:00 AM (central time)**