



DECEMBER 2016 INFORMATION WEB RELEASE

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

Release date: 1/18/17

	2016	2015	Change		
Net sales	\$ 295,851	286,642	3.2%		
Business days	21	21	0.0%		
Daily sales	\$ 14,088	13,650	3.2%		
	2016	2015	Historical Average		
			Since 1998 ¹	5-Year ²	
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	-8.6%	-8.6%	3.0%	-0.4%	
Daily sales last month	\$ 15,086	14,909			
Change in daily sales since last month	-6.6%	-8.4%	-6.6%	-7.1%	
Daily sales growth by age of store and currency impacts	2016	2015			
Stores more than 10 years old*	2.0%	-4.9%	¹ The historical average 'Since 1998' represents the years 1998 to 2013 (excluding 2008 and 2009).		
Stores more than 5 years old*	2.7%	-5.3%			
Stores more than 2 years old*	2.9%	-5.0%	² The historical average '5-Year' represents the years 2011 to 2015.		
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	3.2%	-3.8%			
Impact of currency fluctuations	-0.1%	-1.2%			
Daily sales growth by end market	2016	2015			
Manufacturing	4.3%	-4.3%			
Non-residential construction	-1.6%	-8.4%			
Daily sales growth by product line	2016	2015			
Fasteners	-2.7%	-8.0%			
Other	7.1%	-0.8%			
Number of stores opened	2016	2015			
Quarter-to-date	5	28			
Year-to-date	40	41			
Total store count	2,503	2,622			
Employee headcount at month end	2016	2015	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	10,797	11,437	-5.6%	-7.1%	-995
Non-store selling personnel - FTE	1,528	1,519	0.6%	0.6%	9
Selling personnel - FTE	12,325	12,956	-4.9%	-6.4%	-986
Distribution personnel - FTE	2,330	2,346	-0.7%	-1.6%	-56
Manufacturing personnel - FTE	571	628	-9.1%	-10.3%	-68
Administrative personnel - FTE	1,039	1,036	0.3%	-1.1%	-12
Non-selling personnel - FTE	3,940	4,010	-1.7%	-2.6%	-136
Total personnel - FTE	16,265	16,966	-4.1%	-5.4%	-1,122
Total personnel - absolute	19,624	20,746	-5.4%		

Comments:

In December 2015, we excluded Thursday, December 24th from our total business days (our traditional practice when the Christmas holiday falls on a weekday, due to very low sales volume), though we did recognize some modest revenue that day. This results in our daily sales rate being slightly overstated. This usually does not matter. However, in December 2016, Christmas fell on a weekend, which mitigated this holiday impact relative to the prior year. This does not impact December 2016 total sales growth or the sequential rate of change of the December 2016 daily sales rate. It may, however, cause the annual growth of our December 2016 daily sales to be understated by 50–100 bps.

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

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