



NOVEMBER 2016 INFORMATION WEB RELEASE

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

Release date: 12/6/16

	2016	2015	Change	Historical Average	
				Since 1998 <sup>1</sup>	5-Year <sup>2</sup>
<b>Net sales</b>	\$ 316,810	298,172	<b>6.3%</b>		
Business days	21	20	5.0%		
<b>Daily sales</b>	\$ <b>15,086</b>	<b>14,909</b>	<b>1.2%</b>		
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	-2.2%	-0.1%		10.3%	7.2%
Daily sales last month	\$ 15,966	15,363			
Change in daily sales since last month	-5.5%	-3.0%		-4.8%	-3.6%
<b>Daily sales growth by age of store and currency impacts</b>	<b>2016</b>	<b>2015</b>			
Stores more than 10 years old*	-0.4%	-1.6%			
Stores more than 5 years old*	0.3%	-1.8%			
Stores more than 2 years old*	0.7%	-2.1%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	1.2%	-1.1%			
Impact of currency fluctuations	-0.3%	-1.4%			
<b>Daily sales growth by end market</b>	<b>2016</b>	<b>2015</b>			
Manufacturing	1.3%	-1.6%			
Non-residential construction	-1.0%	-5.1%			
<b>Daily sales growth by product line</b>	<b>2016</b>	<b>2015</b>			
Fasteners	-4.2%	-4.1%			
Other	4.2%	1.2%			
<b>Number of stores opened</b>	<b>2016</b>	<b>2015</b>			
Quarter-to-date	3	17			
Year-to-date	38	30			
Total store count	2,548	2,626			
<b>Employee headcount at month end</b>	<b>2016</b>	<b>2015</b>	<b>Change</b>	<b>Absolute Headcount Change-12M</b>	<b>Absolute Headcount Change-YTD</b>
Store personnel - FTE	11,024	11,579	-4.8%	-6.7%	-877
Non-store selling personnel - FTE	1,551	1,523	1.8%	1.7%	30
Selling personnel - FTE	12,575	13,102	-4.0%	-5.8%	-847
Distribution personnel - FTE	2,432	2,368	2.7%	-0.7%	-50
Manufacturing personnel - FTE	572	633	-9.6%	-10.3%	-63
Administrative personnel - FTE	1,051	1,032	1.8%	1.3%	11
Non-selling personnel - FTE	4,055	4,033	0.5%	-1.5%	-102
Total personnel - FTE	16,630	17,135	-2.9%	-4.7%	-949
Total personnel - absolute	19,797	20,784	-4.7%		

<sup>1</sup> The historical average 'Since 1998' represents the years 1998 to 2013 (excluding 2008 and 2009).

<sup>2</sup> The historical average '5-Year' represents the years 2011 to 2015.

**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: **Wednesday, January 18, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 18, 2017 at 6:00 AM (central time)**