



JULY 2016 INFORMATION WEB RELEASE

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

Release date: 8/4/16

	2016	2015	Change		
Net sales	\$ 309,950	334,046	-7.2%		
Business days	20	22	-9.1%		
Daily sales	\$ 15,498	15,184	2.1%		
				Historical	
	2016	2015		Average	
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	0.5%	1.7%	10.3%		
Daily sales last month	\$ 15,866	15,864			
Change in daily sales since last month	-2.3%	-4.3%	-2.1%		
Daily sales growth by age of store and currency impacts	2016	2015			
Stores more than 10 years old*	0.1%	3.4%			
Stores more than 5 years old*	0.5%	3.1%			
Stores more than 2 years old*	0.9%	2.6%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	2.1%	3.2%			
Impact of currency fluctuations (primarily Canada)	-0.3%	-1.3%			
Impact of acquisitions	0.6%	0.1%			
Daily sales growth by end market	2016	2015			
Manufacturing	1.0%	3.4%			
Non-residential construction	-0.7%	-2.4%			
Daily sales growth by product line	2016	2015			
Fasteners	-2.6%	-3.1%			
Other	5.0%	8.2%			
Number of stores opened	2016	2015			
Quarter-to-date	2	2			
Year-to-date	29	10			
Total store count	2,607	2,618			
Employee headcount at month end	2016	2015	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,602	11,325	2.4%	0.7%	-579
Non-store selling personnel - FTE	1,594	1,353	17.8%	18.2%	72
Selling personnel - FTE	13,196	12,678	4.1%	2.4%	-507
Distribution personnel - FTE	2,494	2,332	6.9%	6.5%	-56
Manufacturing personnel - FTE	599	657	-8.8%	-8.8%	-38
Administrative personnel - FTE	1,096	1,013	8.2%	9.1%	69
Non-selling personnel - FTE	4,189	4,002	4.7%	4.9%	-25
Total personnel - FTE	17,385	16,680	4.2%	3.0%	-532
Total personnel - absolute	20,214	19,625	3.0%		

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: **Wednesday, September 7, 2016 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, October 11, 2016 at 6:00 AM (central time)**