



MAY 2017 INFORMATION WEB RELEASE

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

Release date: 6/6/17

	2017	2016	Change		
Net sales	\$ 383,452	333,696	14.9%		
Business days	22	21	4.8%		
Daily sales	\$ 17,430	15,890	9.7%		
Impact of acquisitions	1.3%	0.7%			
Impact of currency fluctuations	-0.4%	-0.5%			
				Historical Average	
	2017	2016	5-Year¹		
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	8.9%	3.1%	6.5%		
Daily sales last month	\$ 17,188	15,788			
Change in daily sales since last month	1.4%	0.6%	1.9%		
Daily sales growth by geography	2017	2016			
United States	9.5%	0.8%			
Total North America	9.7%	1.3%			
Total Company	9.7%	1.1%			
Daily sales growth by end market²	2017	2016			
Manufacturing	8.1%	0.6%		² The 2017 amounts exclude the impact of the acquisition of Manufacturers Supply Company ('Mansco').	
Non-residential construction	7.2%	-1.8%			
Daily sales growth by product line	2017	2016			
Fasteners ³	6.7%	-1.7%		³ Excluding the impact of the 2017 acquisition of Mansco, fasteners daily sales growth would have been 3.1%.	
Other	11.3%	3.5%			
Number of stores opened	2017	2016			
Quarter-to-date	4	6			
Year-to-date	9	23			
Total store count	2,484	2,632			
Employee headcount at month end	2017	2016	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,530	11,506	0.2%	-1.6%	326
Non-store selling personnel - FTE	1,583	1,586	-0.2%	-1.5%	39
Selling personnel - FTE	13,113	13,092	0.2%	-1.6%	365
Distribution personnel - FTE	2,439	2,421	0.7%	0.0%	-13
Manufacturing personnel - FTE	586	594	-1.3%	-1.6%	17
Administrative personnel - FTE	1,030	1,053	-2.2%	-4.1%	3
Non-selling personnel - FTE	4,055	4,068	-0.3%	-1.1%	7
Total personnel - FTE	17,168	17,160	0.0%	-1.4%	372
Total personnel - absolute	19,996	20,286	-1.4%		

Comments:

We added 118 store FTE (125 absolute headcount) in April 2017 in connection with the acquisition of Mansco.

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, July 12, 2017 at 6:00 AM (central time)**

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